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NPTA MANAGEMENT NEWS
SEPTEMBER 1986

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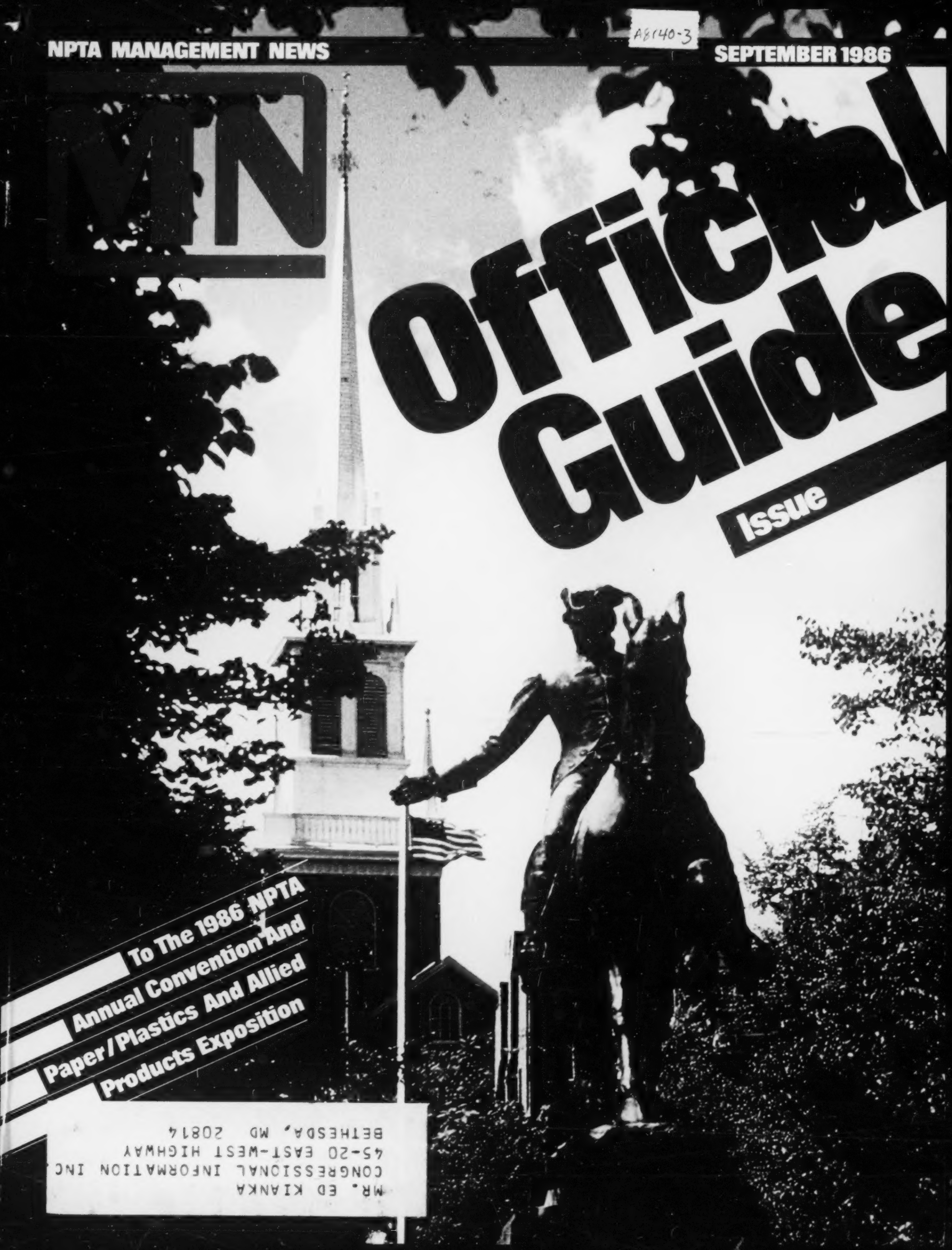

Official Guide Issue

To The 1986 NPTA Annual Convention And Paper/Plastics And Allied Products Exposition

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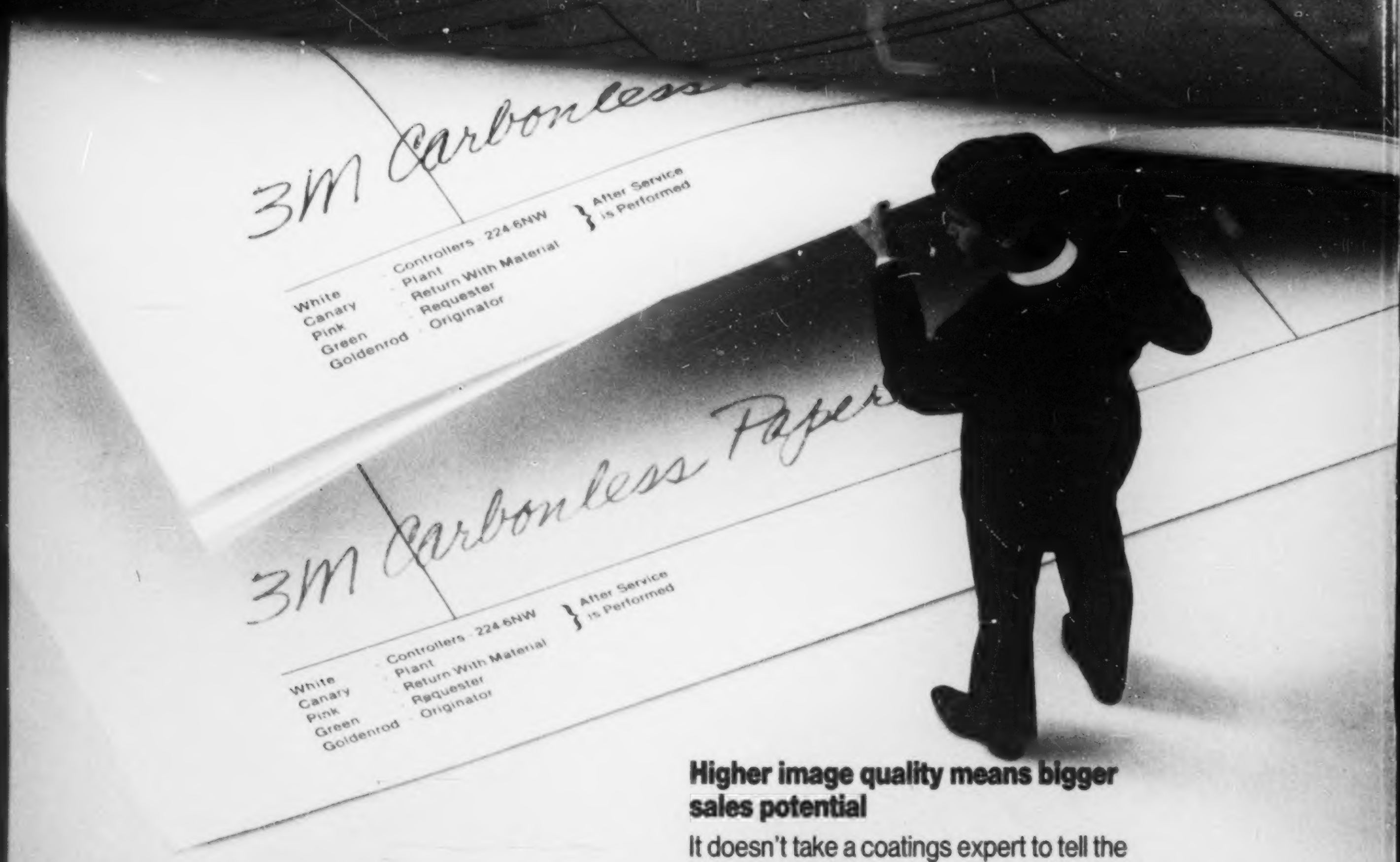

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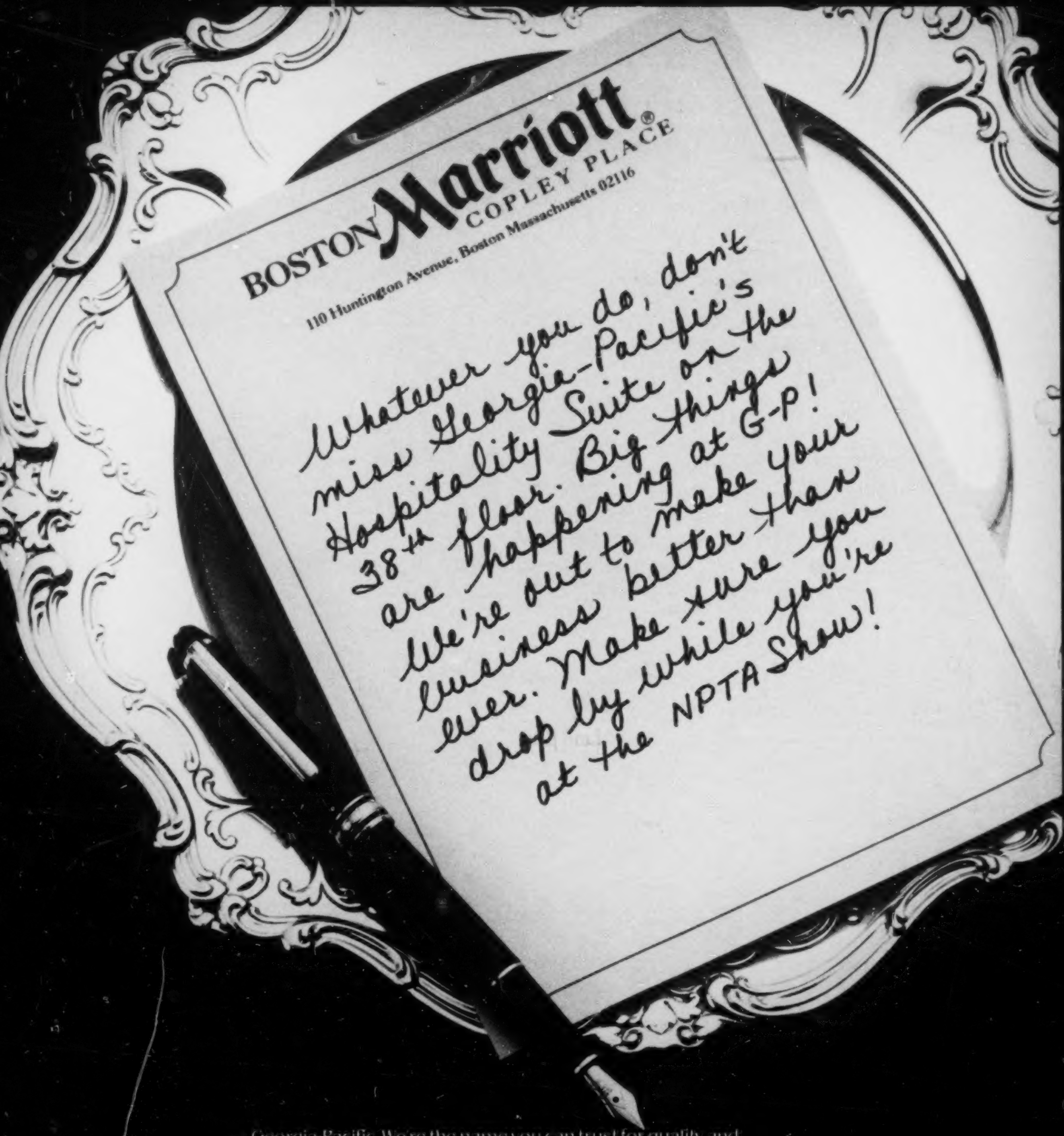

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NPTA MANAGEMENT NEWS

VOL. XXVII/NO. 9

Published by
National Paper Trade
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NPTA Management News (ISSN 0739-2214) is published monthly by the National Paper Trade Association, inc., at a subscription rate of $25 per year. Second-class postage PAID at Great Neck, NY, and additional mailing office. **POSTMASTER**: Send address changes to *NPTA Management News*, 111 Great Neck Road, Great Neck, NY 11021. 516-829-3070. Statements of fact and opinion are the responsibility of the authors alone and do not imply approval on the part of NPTA or its member companies. Copyright 1985 by the National Paper Trade Association, inc. Articles may not be reprinted without the publisher's permission. Please address all inquiries to the Editor. Original manuscripts and letters are welcome.

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By Hugh Hanson
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By Gordon Graham
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By John J. Buckley, Jr.
The Paper/Plastics & Allied Products Exposition has its 50th Anniversary this year . . . And proudly reports that the 1986 event is its largest in history.

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GOOD PLANNING—THE KEY TO A SUCCESSFUL SALES CAMPAIGN

Everyone plans. But sales campaigns require special attention to details to which managers and sales people should pay close attention.

Planning sales campaigns, reports *The Sales and Marketing Executive Report,* is more important to success than the knowledge and resources that sales people possess. That is a powerful statement. Planning, they contend, *allows* the talents and skills that sales people do have to be fully utilized.

The first piece of planning a good campaign requires is an analysis of sales people's time management. Most people waste from 30 minutes to two hours per day. "Waste" is defined as non-productive activities that do not contribute to meeting sales goals.

Through the good use of time, a sales campaign can capture lost or nonproductive time and put it to good use. The campaign itself allows the salesperson to "master his future."

Here are four steps to a good sales campaign that may be worth investigating:

1. Forecast. By carefully analyzing past experiences, projections for the future can be made. Both internal and external forces that will impact performance should be considered.
2. Set objectives. What you wish to accomplish in a certain time period should be decided. Those objectives are the desired end results and should be "specific, measurable and attainable."
3. Map out specific actions. Specific actions and their sequence must be mapped out—the actions necessary to achieve the objectives.
4. Plan resources. Resources will be needed to implement the actions leading to the objectives. Estimate what will be required. Resources can include money, manhours, supplies, programs, etc.

STRATHMORE HOSTS MERCHANT SPECIALISTS

Another seminar was conducted by Strathmore Paper Company for merchant promotion specialists. It was held in June at the Strathmore Lodge in Russell, MA. Discussions focused on all aspects of merchant promotion, including sampling, labeling, how to use paper industry tools, methods of presenting paper and servicing the creative community.

Over 600 merchant promotion specialists have completed the workshop which has been given twice a year since 1966. "We cover the subjects ourselves in an in-depth manner, supplemented by substantial discussions within the group," says Murray Grant, Strathmore's manager of advertising and sales promotion. "Long years of experience," he continues, "coupled with the fact that we do not bring in unnecessary outside speakers, makes Strathmore's sales promotion seminars the best in the country."

WWF EXPANDS COLUMBIA FACILITY

In an effort to increase its service to its customers, the WWF Paper Corp. has relocated and expanded its Columbia, MD facility. The new Wilcox Walter Furlong warehouse covers 75,000 square feet of space which represents a greatly increased storage area.

In addition to storing paper products, the facility will house the company's precision sheeter that has a capacity of producing 10,000 tons of sheeted product per year.

Joe Dunton, Jr. has joined the operation as vice president-sales. The new address is 8750 Larkin Road, Savage, MD 20763.

MEAD ENTERS JAPANESE VENTURE

The largest retailer in Japan, Seibu Saison, has joined Mead Corp. in a venture that should triple Mead's shipments of paperboard to Japan and provide $100 million in annual sales by the end of the decade.

Seibu Saison owns department stores, hotels, restaurants, real estate and finance operations. They will market and distribute Mead paperboard exclusively for retail and food packaging, the company reported. Mead Corp. had 1985 sales of $2.7 billion and Seibu posted sales of $15 billion for the period.

SOUTHERN PAPER TRADE ELECTS OFFICERS

Clifford G. McGehee, president of Camelot Distributing Company of Atlanta, GA, was elected board chairman, and Samuel C. Polk, vice president and general manager of Coleman Paper Company, Vidalia, GA, was elected president of the Southern Paper Trade Association (SPTA).

SPTA was founded in 1923 as an organization of wholesale paper, plastic and allied product distributors located in eight southern states. Member firms service health care institutions, food service establishments, industrial and retail markets and printers.

In a related election, Richard E. Nelson, southeast regional sales manager, National

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SEVENTIES... Quite a different type of distributor organization came into being in the early 1970's, when National Alliance Distributing Company (NADCO) was formed.

NADCO was founded in recognition of new forces impacting the growth of independent distributors, both large and small. Institutional grocers were edging into foodservice packaging. Market segments such as health care and hospitality were entering a consolidation phase. Purchasing by retail chains and supermarkets was becoming more centralized and increasingly sophisticated. Packaging technology was advancing rapidly. Computers were emerging as essential management tools.

These and other more recent trends and developments demanded managerial response of the highest order.

EIGHTIES... NADCO was reorganized in 1982 to help its members better meet these challenges. NADCO's central purpose today is to assist members in managing their businesses profitably. Its core idea is that this objective can be best achieved by bringing together a compatible group of senior executives of member companies to exchange ideas concerning the management of large, fast growing distribution enterprises.

We count among our members some of the largest and best known paper merchants in our industry.

In addition to the exchange of intelligence, NADCO creates and coordinates member purchasing programs with a broad range of manufacturing sources. NADCO's headquarters staff also works closely with members to identify target user accounts and develop marketing programs and initiatives to secure these new accounts for the group.

LIMITED MEMBERSHIP... To maximize opportunities for individual participation and dialogue, NADCO must limit the number of members. If you are interested in joining such a group, we invite your inquiry. Please contact us at our headquarters listed below or at our suite at the Westin Copley Hotel during the NPTA Convention and Exposition.

Jerome F. Rose
Chairman
National Alliance Distributing Company

NATIONAL ALLIANCE DISTRIBUTING COMPANY
205 North Sixth St., Saddle Brook, N.J. 07662 (201) 845-6464

Checking Company, Rosewell, GA, has been elected president of The Southerners, Inc. This group is a non-profit organization of suppliers to the paper trade and was founded in 1945. The Southerners is an association of manufacturers, converters and independent sales reps who work closely with the members of SPTA.

Smiling Presidents: On the left, Richard E. Nelson, National Checking Company, elected president of The Southerners, Inc., and Samuel C. Polk, Coleman Paper Company, elected president of the Southern Paper Trade Association.

PEOPLE IN THE NEWS

Harry Peterson of Wilcox Paper Company of Minneapolis, MN has retired after 30 years with the company.

Leon Kaplan has been promoted to vice president of Kaplan Paper Company. **Arvid Hansen** has been named general manager, **Dwaine Weiss** has become director of purchasing and **Robb Granger** has joined the company as operations manager.

James R. Adelsberger has been named vice president—management information systems for WWF Paper Corp. in Bala Cynwyd, PA. **Tom Leone** has been appointed operations manager for the company's Miami branch and **Alan G. Kaplan** has become general manager of their Major Paper Converters operation there. **James T. Kelly** has retired from WWF's Royal Paper Corp. in New York City.

Anthony Baia, manager of graphic arts marketing for Unijax, Inc. in Jacksonville, FL has been elected as president of the Graphic Arts Equipment and Supply Dealers Association—a special industry group of PIA.

Timothy J. Laws has been appointed corporate operations coordinator at Inlander-Steindler Paper Company, Elk Grove Village, IL.

Michael Veehoff has been named sales promotion manager-specifications for Wilcox Paper Company, Minneapolis, MN.

Robert R. Severud has been named vice president of the Book Publishing Paper Sales Division of Lindenmeyr Paper Corp. He was formerly a VP with R. R.

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PAPER DISTRIBUTION INDUSTRY BEST SELLERS

Rank	Publication	Last Mo.
1	The Practical Handbook of Warehousing. *Ackerman.* $40.	3
2	The U.S. Paper Distribution Industry: A Market Research Data Source. *NPTA.*	1
3	Implementing Successful Paper Marketing Programs. Video Tape and Guide. *NPTA.* $65.	2
4	Practical Handbook of Distribution/Customer Service. *Blanding.* $40.	5
5	Wholesaler Inventory Control. *VanDeMark.* $25.	—
6	Strategic Planning: A Fitness Program for Wholesaler-Distributors. *Andersen.* $35.	7
7	Increasing Profits Through Better Marketing. *Healy.* $35.	4
8	Introduction to Wholesale Distribution. *Danenburg/Moncrief/Taylor.* $35.	9
9	Automated Inventory Management for the Distributor. *Graham.* $35.	6
10	Branching and Market Coverage: Growth Strategies for Wholesaler-Distributors. *Healy & Mathews.* $35.	10

ALL PUBLICATIONS ARE AVAILABLE FROM NPTA

EVENTS

SEPTEMBER

13–16. *NPTA Annual Convention and Paper/Plastics & Allied Products Exposition. Sheraton Boston Hotel, Boston, MA. Contact NPTA.*

OCTOBER

16. *Productive Opportunities for Paper Merchants. New York, NY. Contact NPTA.*

27–31. *Printech Week. Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

NOVEMBER

3–4. *The Second International Unbleached Kraft Conference, Waldorf-Astoria Hotel in New York, NY. Contact* Pulp & Paper *magazine. 212-683-9294.*

10–15. *Paper Distribution Management Development Program. Miami University, Oxford, OH. Contact NPTA.*

16–23. *New York Paper Merchants Association's 1986 Seven Day Seminar & Cruise on board the Carnival Cruise Lines Superliner "Festivale." Contact NYPMA. 212-867-9660*

18–19. *Industrial Sanitary Supply Symposium—"Sanitary Supply: The Role of the Industrial Paper Merchant." Atlanta, GA. Contact NPTA.*

Donnelley.

Lewis S. Reische has been elected president of Bulkley Dunton, New York, and **George J. Doehner** was named executive vice president. Reische started with the company in 1959 and Doehner in 1969. The company is part of the Carter Rice Group.

Jim Rivett, artist/designer at the Freeman Paper Company, won the fifth annual competition to create a logo for the Artstreet festival. His design will appear on billboards, posters, T-shirts, flyers and shopping bags all summer in the Wisconsin area. **Karl Tribelhorn** has been named the Arizona sales representative for the Freeman Paper Company. Founded in 1928, the company is a national supplier of place mats, napkins, table covers and tray covers to the food service industry.

Herman Prell, former president of Patterson Card & Paper Company, Patterson, NJ, passed away.

Carl D. Johannesen is the newly appointed general manager of Mead Merchants' Pittsburgh branch.

Udo Behm is now operations manager of Butler Paper Company's Denver division. He came to Butler in 1973 as division credit manager in Minneapolis, then moved to the Denver headquarters in 1977 as manager of treasury services. **Mark A. Bechel** replaces Mr. Behm as manager of treasury services in Denver. Since 1980 he was manager of insurance and credits for Nekoosa Papers Inc., Butler Paper's sister company.

Eric D. Weiss joins Elaine/Paper Enterprises, Bronx, NY, as vice president of the Foodservice Equipment Division, while **Seymour Weiss** is the new director of purchasing for the division.

Joseph E. Labenz is now executive vice president of Garrett-Buchanan Company, a distributor for the printing and graphic arts industry in the middle Atlantic region. He replaces former president Raymond J. Bonina and will assume complete responsibility for all operations. The Philadelphia division of the company has two additional new appointees: **John A. Matthews**, sales manager in charge of training and supervision, and **Joseph T. Levins**, manager of marketing and sales.

James F. Akers has been appointed executive vice president of The Crystal

Tissue Company.

Michael J. Gabriz has been appointed director of sales for Handy Wacks.

Ted L. Robinson has been appointed vice president of sales for Champion International.

Gary M. Riley is the newly appointed director of planning at Appleton Papers, Inc., Appleton, WI, a member of the BATUS Group.

J. Roger Eatherton is now vice president of manufacturing for the Fonda Group, Inc., national manufacturer and supplier of disposable paper products.

T. Marshall Hahn, of Georgia-Pacific Corp., was named CEO of the Year for forest products and the lumber industry, *The Wall Street Transcript* announced.

The award was made for Hahn's "strategic moves in emphasizing paper and distribution, and for his value-added approach to marketing a cyclical commodity," the *Transcript* said. In making its selection, the weekly newspaper interviewed industry executives, financial analysts, trade journalists and others who rated the extent to which CEO's enhanced "the overall value of the enterprise for the benefit of stockholders"

Larry Williams was appointed marketing manager for packaging products of the L & C P Corporation, Newton, MA. He will be responsible for the marketing and sales of Cold Seal, VCI and Medical packaging products.

D. Eugene Nugent is now Pentair, Inc.'s chairman of the board, though he will remain its CEO. Succeeding Nugent as president is the current vice president, **S.A. (Tony) Johnson**, who will also continue as COO. **Murray J. Harpole**, Pentair's founder, will carry on his advisory role until he retires in October 1986.

Dwain Weise is Carroll Company's new regional sales director, with his territory extending from Dallas to El Paso, Amarillo, San Angelo and parts of East Texas.

Morgan O'Brien is now business manager; **Ernest S. James**, marketing manager; **Lynn R. Poore**, national sales manager; **Maura Connell**, product manager for direct customers; and **Kathren Hrychshyn-Kneer**, product manager—all for Bristols in the White Papers Group of the International Paper.

NEWS BRIEFS

CHAMPION INTERNATIONAL has reorganized into four product-line business units. Heading up its newsprint, pulp and kraft paper and board unit will be executive vice president William H. Burchfield. The timberlands and wood products unit will be headed by executive vice president B. Taggard Edwards. Mark A. Fuller, Jr., will be executive vice president of publication papers, L.C. Heist,

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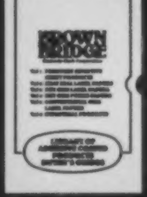

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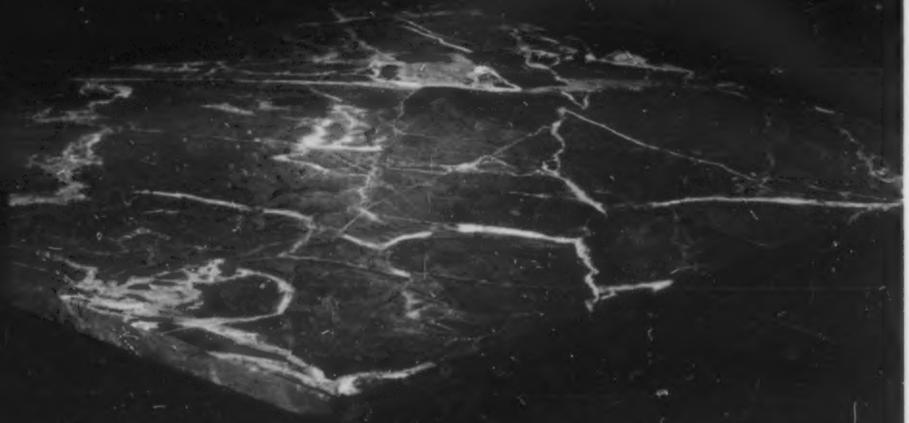

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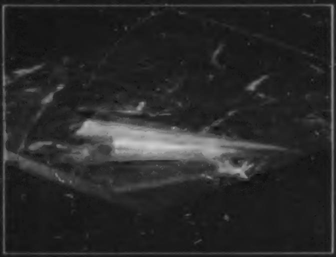


IVEX

Symbol of Packaging Products.

Visit IVEX in the Maine room on the 5th floor of the Marriott after 4:00 p.m.

executive vice president of printing and writing papers, and Judson Hannigan will be senior vice president of the engineering, environment unit.

JAMES RIVER CORPORATION, headquartered in Richmond, VA, has acquired Fiberplastics, producer of a wide range of foam cups and containers under the trade name of HANDI-KUP. The current president and senior executive vice president, along with approximately 700 employees, are expected to remain with the company. This transaction, as well as its recent acquisition of Canada Cup, Inc., strengthens James River's Dixie disposable food and beverage products.

AFFILIATED PAPER COMPANIES, INC., has acquired Southland Wholesale Distributors, with Mr. Jack May remaining as its general manager. While Southland's shipping address will continue to be 2810 Saint Charles, Monroe, LA, a new mailing address will expedite all communications: Southland Wholesale Distributors, P.O. Box 2265, Monroe, LA 71207. Phone 318–323–9461.

HORWITZ PAPER & PACKAGING CO., INC., Elmira, NY, has acquired the industrial packaging distribution activities of Leon Horwitz who has had over 30 years of experience in the field. He is rejoining Horwitz Paper & Packaging which was founded by his father in 1910 as Horwitz Bros. Mr. Horwitz will act as manager of the newly created packaging department, supervising the sales, marketing, and promotion of industrial packaging machinery and materials. The company serves business, industry and institutions in upstate New York and northern Pennsylvania.

THE EMPIRE STATE PAPER ASSOCIATION and the **ALLIED PAPER SALES ASSOCIATION** held their annual Joint-June Conference at the Otesaga Hotel, Cooperstown, NY, on June 6th and 7th, 1986. Personnel investment strategies and stress in the workplace were two topics featured at the conference.

Also, Elliott Spiegel was installed as president of Spiegel Brothers Paper Co., and Bill Savicki was installed as president of Federal Paper Board Co., both for 1986.

BANCROFT PAPER COMPANY, INC., has formed a new Regional Purchasing and Merchandising Department. W.E. "Billy" Tisdale will serve as regional merchandising manager for the Louisiana-Mississippi-Arkansas-Georgia region and will continue to operate out of Jackson, MS, while Roger Buergner will manage the Texas region from Austin, TX.

SCOTT MAKES CHANGES ABROAD

A new machine to produce tissue with strength and softness is being installed in Scott Paper Company's Duffel, Belgium mill. In addition, the company is planning a new paper-making plant in France for bathroom tissue and other related categories.

Consistent with its strategy to significantly invest abroad, Scott also announced increasing to 100% its ownership of Bowater-Scott, manufacturer and marketer of the United Kingdom's sanitary paper products. It will transfer its 50% interest in Bowater-Scott Corporation of Australia Limited to Bowater Industries, trading its licensing of trademarks and technical assistance for on-going royalty payments.

HAMMERMILL ACQUIRES PAPER SUPPLY COMPANY

The Paper Supply Company of Kansas City, MO, has agreed to its purchase by Hammermill Paper and will become part of its CDA Distributors Group. CDA is the company's division that handles industrial paper products.

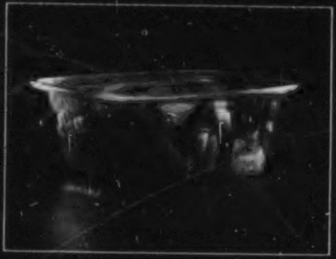
Paper Supply was established in 1922 and handles industrial paper, food service disposable products and business papers. The company's 1986 sales are expected to be $15 million. Don Tranin, president,

How would you package this?

IVEX clearly knows how.

Fresh-Pak supermarket packaging
for deli, produce, bakery
and meat departments.

IVEX clear plastic trays add sparkle. Since shoppers can see the contents top to bottom, it builds consumer confidence and increases sales.



Many IVEX products can be combined for quantity pricing and faster inventory turns.

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and Ben Trillin, executive vice president, will continue to manage the company.

CDA Distributors includes 19 locations with combined sales of $160 million.

UNION CAMP'S CEO PLANS RETIREMENT

Alexander Calder, Jr., chief executive officer of Union Camp Corporation, plans to retire at the end of the year. He will, however, continue as a member of the board of directors.

Mr. Calder was president from 1956 to 1972, and served in various other capacities during his 46 years with the company. In that period, Union Camp increased its eight production facilities in the U.S. as a manufacturer of paper and packaging to more than 100 locations throughout the world today.

In addition to paper, paperboard, and paperboard packaging, the company supplies chemicals, building products, plastic packaging, school supplies, stationery, and packaging systems. It is also involved in residential and industrial land development.

BREAKING GROUND A FAMILY AFFAIR AT I SUPPLY

On a grassy field in a suburb of Dayton, OH, the families of I Supply employees gathered to mark a very important occasion in the life of the company. The ground breaking ceremony in Fairborn marked the beginning of the construction of a 60,000-square-foot building that will combine the company's three existing operations in Springfield and Dayton into one building.

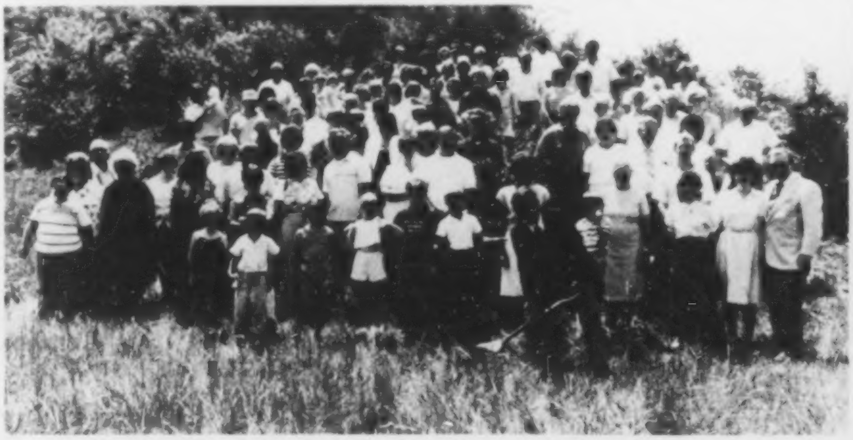
The president of I Supply, Jerry Parisi, turned the first shovel of dirt for the project. The building will be ready for occupancy in January, 1987.

FARGO PAPER EXPANDS AGAIN

A sixth distribution location in Sioux Falls has been opened by the Fargo Paper Company, President Prentiss Cole announced. It will be operated as a separate division called Cole Papers, and Sid Dvoracek, a Sioux Falls man, is the new division manager. Dvoracek has worked, since 1958, in various capacities in paper products sales in South Dakota and he is a member of the Sioux Falls Sales and Marketing Executives International. He is active in the city's chamber of commerce as well as in community affairs.

Fargo Paper Company, founded by Prentiss Cole's father Robert, offers a full-line of products including paper products, printing papers, shipping and packing materials, office supplies, school supplies, sanitary maintenance products, food service supplies and computer forms and supplies.

Cole Papers is located at 712 East 50 Street North, Sioux Falls, SD 57104.



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RAY NITSCHKE

Ray Nitschke, former Green Bay Packer Football Star, will appear in Freeman Paper Booth #203 at the National Paper Trade Association Convention in Boston, MA on September 14.

Nitschke will discuss "Freeman and Football" with all visitors to Freeman Paper Booth.

A Star Linebacker, enshrined in the Pro Football Hall of Fame, Ray was voted Outstanding Linebacker in the last 50 years of the National Football League

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PRINTING PAPER

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When was the last time you heard of the craft of paper-ruling? The answer will probably run anywhere from "Never" to "Long ago."

Pen-Ruling: A Vanishing Industrial Craft is a 15-minute color videotape of special interest to people concerned with history, technology, printing or crafts. A few decades ago pen-ruling machines were commonplace in order to rule lined paper, graph paper, business and accounting forms; today, only a handful remain.

The videotape was created by an award-winning film and video producer. It is available for all to use in 1/2 inch VHS or Beta formats and on 3/4 inch U-Matic tape. To order, write or call Mirror Productions, 335 Greenwich St., #7B, New York, NY 10013, 212-925-7760.

1985: A GOOD YEAR, BUT NOT A GREAT ONE FOR PRINTERS

Sales for the printing industry rose by 5% in 1985 and income before taxes was 3.33% of sales for the average firm, according to reports from the Printing Industries of America, Inc. (PIA), Financial Ratio Study.

The 3.33% of sales average income before taxes represents a slight decline from 1984's five-year high of 4.14%. This decline was present in all six sales volume ranges represented in the study except one: the group of firms that reported sales from $250,000 to $500,000 saw profit levels rise by over 40%—an increase from 1.52% of sales in 1984 to 3.44% of sales in 1985.

In addition, return on investment, usually regarded as the single most important gauge for measuring a firm's true performance, leveled off at 6.64%, slightly lower than 1984's showing of 7.65%.

"If 1984 can be labeled a great year for the printing industry, then 1985 was only a good one," noted Richard Seaton, director of financial and management programming for PIA.

"There are several reasons why. To begin, pockets of weak performance existed in particular market niches and micro regions," Seaton said. While all of the North American geographic regions that the study covers reported profits in 1985, only one showed an increase over 1984—Canada. This country's modest increase of 9% can be attributed to the falling U.S. dollar, commented Seaton.

In some areas of the United States profits were stagnant, while in others profits fell significantly. According to the 1985 study, profits fell by 39% in metro New York and New Jersey. In Pennsylvania, Maryland and Washington, D.C., they fell by 34%. The southeast Atlantic region had a 31% decrease and profits fell in the Plains and Mountain states by 46%, he said.

Seaton stated that firms that target their sales to particular industries such as computers, steel, plastics and petro chemicals, depend on their success to be profitable. In 1985, these industries were not particularly successful; therefore, graphic arts firms that sell to them were not either.

"In relation," he said, "lower profits were wide spread and experienced by firms in all of the major product specialties." For instance, commercial printers saw income before taxes as a percentage of sales fall to 3.12 in 1985 from 3.84 in 1984 and magazine and periodical printers saw a drop from 5.76% in 1984 to 5.39% in 1985. Profits for newspapers decreased 30%: from 4.56% in 1984 to 3.17% in 1985, he reported.

"It's important to note that with sales rising, most people would have expected profits and return on investment to follow. This didn't happen in the printing industry in 1985. Investment in total assets grew rapidly in 1985 and continued the expansion that began in 1981. This contributed to the already existing excess capacity in the printing industry and idle time ate into higher returns normally

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expected from increasing sales. This results in a lower return on each dollar of investment. Thus, companies have been left frustrated by growing sales but falling returns and forced to do a better job of internal financial management," said Seaton.

The PIA Financial Ratio Study, an annual source for financial and operating information, is a valuable resource for printers to use to set performance targets and evaluate areas that need change and those that do not. The information is also helpful to suppliers who wish to track the health and well-being of the printing industry.

To receive more information on the 1986 PIA Financial Ratio Study, contact your local PIA affiliated association or Printing Industries of America, Inc., at 1730 N. Lynn Street, Arlington, VA., 22209; 800–PIA-COMM.

INDUSTRIAL PAPER

NEW LOCATIONS FOR CUSTOMERS

According to an article in *Single Service News,* "Innovation" is the key word for today's fast food companies, reported the *Wall Street Journal*. Wendy's, for example, now operates an outlet at a Days Inn in Atlanta. Almost one-third of the 597 McDonald's units that opened last year were at alternate sites such as casinos, department stores and corporate headquarters. About one in ten new Burger King units were at unconventional locations.

The need for new markets is the motivation for such ventures. With approximately 113,000 fast food units nationwide, many of the available choice sites are taken. Initial success with ventures on military bases encouraged fast food companies to increase their investment in other locations, with profitable results. Start-up costs are usually relatively low because buildings are already in place. Sales are usually high compared to more conventional locations.

HEALTH OFFICIALS APPLAUD DISPOSABLES IN RECENT SURVEY

According to a recent article by the Single Service Institute, public health officials show a high regard for disposables. Dr. Bailius Walker, Jr., at the time of the study Director of the Environmental Protection Administration in the District of Columbia, surveyed over 2700 health officials.

Highlights of the study found:

- 99% felt disposables contributed to better sanitation
- 83% believed that sanitation would improve if disposables were required
- four out of five thought that the benefits of disposables outweighed the disadvantages
- two-thirds would increase the use of disposables
- 79% did not agree that a ban on disposables would reduce litter.

To the question: "How much do you feel paper and plastic cups and plates contribute to proper sanitation levels in food service facilities?" 74% felt that these items contribute very much to aiding in this area.

To the question: "What do you think is the most important benefit derived from the use of paper and plastic single-use products?" 46% stressed the potential for *reducing cross-infection and disease transmission*, 15% stated the prime benefit was the elimination of the need for dishwashing facilities, 9% pointed to the reduction of *human involvement* required for cleaning and sanitizing, and 14% felt single-service products provide a *"consistently high level of food sanitation."*

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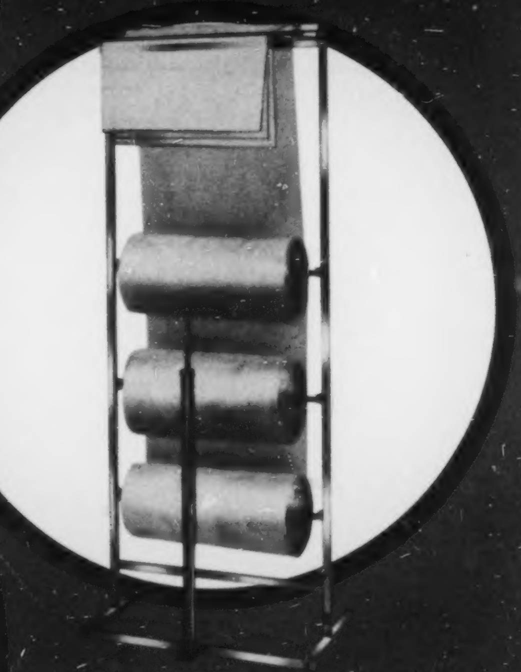
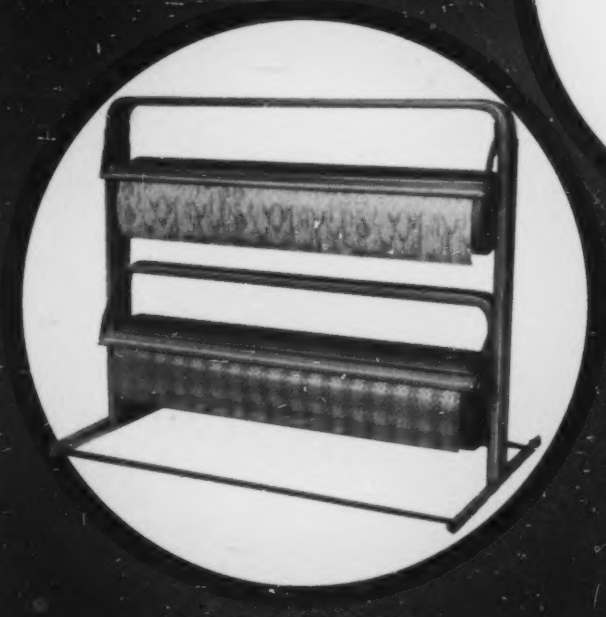


Poly Dispensers



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A Training Resource for All Managers

The NPTA Education and Training Department has, over the past three years, witnessed an exciting new occurrence—a growing recognition of the importance that training plays at so many paper merchant operations. Today's paper merchant knows that traditional tried-and-tested methods of operation that might have been effective yesterday are not necessarily the keys to productive management for tomorrow.

Shifting markets, increased competition, diversified product lines and new technologies demand creative solutions to tomorrow's problems in financial planning, marketing, sales and operations management as well as human resource development.

Each month on the Management News "Dimensions in Training" page, readers have been provided with the latest trends in training, new programs and resources available, case studies and personal interviews, comments from merchants, suppliers and vendors. A useful bibliography of past articles is provided below and individual reprints are available by contacting the Education and Training Department of NPTA.

CUSTOMER RELATIONS

Achieving Excellence In Service, March 1986

EDUCATION AND TRAINING—GENERAL

Professionalism In Training—Two Views From The Top, April 1985
Does Training Work?—Responses From Five Merchants, August 1985
Gear Training Needs To Key Questions, November 1985
Mime—A Marketing Tool That Sells, January 1986
Ochsner Discusses Industry Training Needs, February 1986
Training: It Doesn't Have To Be Hit Or Miss, April 1986
A Training Retrospective, July 1986

INHOUSE TRAINING

Using Good Visuals Adds Life To Training, October 1983
Planning—The Key To Training, October 1984
Successful Training—A How To, June 1985
Bringing In A Specialist Saves Copco Paper Co. Money, July 1985
Inhouse Training: Why You Can't Afford Not To, May 1986

MANAGEMENT DEVELOPMENT

The Role Of The Sales Manager—Part I, July 1984
The Role Of The Sales Manager—Part II, August 1984
Management Development, September 1984
Paper Distribution Goes To College—NPTA's Miami University And Printech Week Programs, January 1985
First Class In Management Development Graduates, September 1985
The Manager's Role As An Effective Listener, December 1985

NPTA'S ROLE IN INDUSTRY TRAINING

NPTA—A Leader In Paper Distribution Training, September 1983
If Training Is The Question, NPTA Has The Answer, April 1984

PERSONNEL SELECTION

Picking That Optimum Person, May 1985

SALES TRAINING

How To Put $270,000 On The Bottom Line—At A Cost Of $50,000, July 1983
Kaymac Paper Co. Holds First NPTA Inhouse PSS Program, August 1983
Selling: Inside Out Part I—Increasing Sales Productivity, October 1983
Selling: Inside Out Part II—Telemarketing By Computer, December 1983
Sales Success—Managing The Selling Function, February 1984
NPTA Provides A New Inhouse Program That Will Enable Sales Force To Better Understand, Develop And Penetrate Their Accounts, June 1984
New Dimensions In Merchanting—Impact Of Telemarketing, Computerization, Video, Value-Added Selling, November 1984
In Sales: Make Em' Take Notice, March 1985

VIDEO PROGRAMMING

NPTA Enters The Video Revolution?, January 1984
The Role Of The Paper Merchant, October 1985

YOUNG EXECUTIVES FORUM—YEF

The Leadership Of Tomorrow's Industry, June 1986

MANAGEMENT PROGRAM VIDEO TAPE

The next time paper distribution industry middle managers will meet at Miami University in Oxford, OH to participate in the NPTA Management Development Program will be November 10–15, 1986. It is the only such program in the industry and has been crafted by the NPTA working with the University.

For more information, request to view the 15 minute 1/2" VHS video tape on the program. It may be viewed for a week at no charge. Call Bruce Linden at NPTA headquarters: 516–829–3070.

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1985 Sales Department Performance: Inside vs Outside Personnel

The NPTA Performance Analysis Report (PAR) tracks inside and outside sales productivity among its many important financial ratios.

A keenly watched area by paper merchants' top management is the sales department, both inside "sales service" people and outside sales reps who see customers face to face. Their performance and productivity are key to the merchant's health, and can be tracked by examining NPTA's annual PAR (Performance Analysis Report) ratios related to sales.

This article looks at trends in these people's compensation, relative to profits, and the sales and profits they generate. Statistics are presented from 1983 to 1985 and all figures are medians (50% of respondents' measures fall above and below this median figure). Merchant compensation plans differ widely, along with company style of operation. One house may feel that compensating their sales reps higher than the nationwide or regional average is worth it because they get high productivity and customer service from their employees. On the other hand, another distributor may take a look at these industry averages and decide that his above-average salary structure is not producing the desired results. These PAR statistics are therefore useful in analyzing company operations.

Outside Sales Rep Trends

Printing Paper: Printing paper outside sales reps earned the highest salary (plus travel expenses) of all three merchant groups at $47,800 in 1985 (up 6%). By company size, the smallest firms' reps earned substantially less at $32,760 versus a high of $51,910 for $20–55 million size merchants. These reps' pay plus expenses ate up 21.7% of gross profits during 1985, a little higher than the prior year.

Sales generated per outside sales rep stood at $1.47 million in 1985, with average annual growth in this figure at 10.7% from 1983-85. Gross profits per salesperson rose 5.8% to $236,000 (average annual increase of 10.3% since 1983).

Industrial Paper: Outside sales reps working for industrial merchants had the lowest pay plus expenses of all merchant groups at $38,600 (up 8.7% over 1984). Expenses ranged from $33,010 for $3–6 million firms to $40,720 for firms with a volume of $12–25 million. Sales expenses were held in check for 1985, representing a slightly lower 23.3% of gross profits.

The average industrial paper outside rep sold $724,000 of product in 1985, up a healthy 9.3% over 1984. Sales generated rose at an average yearly rate of 6.6% from 1983–85, outpacing the increase of 3.6% in expenses. Gross profits per outside sales rep rose 8% to $161,800 during 1985.

Dual Merchants: Dual merchant outside sales reps' salary plus expenses rose 6.8% to a national average of $47,100 in 1985. Although database samples are small, the largest dual merchants' ($65+ million in sales) reps earned a significantly higher $55,500. These reps' pay plus expenses represented 25.1% of gross profits, down slightly from 1984 levels. Dual merchant sales reps, on average, generated $1.15 million during 1985, up a strong 11%. Gross profits also jumped 23% to $203,700. Average yearly increases in their sales (+9.5%) and gross profits (+12.1%) outpaced their expenses (+7.6%), a good sign.

Inside Sales Service Trends

Printing Paper: The average sales service person in a printing paper house earned $20,300 in 1985, according to PAR survey results. This was up 8.6% over 1984 and the highest of all merchant groups. However, there was a big difference in pay by size of company, with the smallest firms (under $10 million in sales) paying only $15,910. NPTA Region 5 firms (midwest) also were lower at $17,770. These sales service expenses represented about 9% of gross profits, the same as 1984.

Industrial Paper: Sales service people working for industrial houses earned substantially less, $16,400 in 1985 (+5.1% over 1984). Eastern seaboard states seemed to have lower pay levels, ranging from $13,500–$15,920, while the highest average was accounted for by merchants in NPTA Region 8 (WI, IL, IN, MO). These sales service expenses represented 6.3% of gross profits in 1985, falling for the second year in a row.

Dual Merchants: The average sales service employee in a dual house earned $18,900 in 1985, down from 1984 levels, but these expenses increased to 8.8% of gross profits. Sales service costs were lowest for the smallest companies (under $10 million in sales) at $16,040.

Note: For more information regarding sales compensation and the kinds of plans being used by paper merchants, check NPTA's two publications: *Industrial Paper Sales Compensation* and *Printing Paper Sales Compensation.*

OUTSIDE SALES REPS

SALES DEPARTMENT PERFORMANCE MEASURES
ANNUAL PAR RESULTS
(medians)

Printing Paper Merchants	1983	1984	1985	YOUR FIRM
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$41.5	$45.1	$47.8	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	23.2	21.4	21.7	
Sales Per Outside Salesperson ($000)	$1,217.3	$1,489.8	$1,477.7	
Gross Profit Per Outside Sales Rep ($000)	$195.8	$223.1	$236.0	
Industrial Paper Merchants				
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$36.0	$35.5	$38.6	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	24.1	23.4	23.3	
Sales Per Outside Salesperson ($000)	$639.4	$662.6	$724.0	
Gross Profit Per Outside Sales Rep ($000)	$148.6	$149.7	$161.8	
Dual Paper Merchants				
Avg. Pay & Travel Expenses Per Outside Sales Rep (000)*	$40.9	$44.1	$47.1	
Avg. Pay & Travel Expenses As % Gross Profit (%)*	24.8	25.3	25.1	
Sales Per Outside Salesperson ($000)	$968.6	$1,039.6	$1,153.9	
Gross Profit Per Outside Sales Rep ($000)	$164.0	$165.2	$203.7	

*Includes supervisors but does not include fringe benefits.

INSIDE SALES SERVICE PERSONNEL

SALES DEPARTMENT PERFORMANCE MEASURES
ANNUAL PAR RESULTS
(medians)

Printing Paper Merchants	1983	1984	1985	YOUR FIRM
Avg. Pay Per Sales Service Employee (000)	$18.2	$18.7	$20.3	
Sales Service Expense As % Gross Profit (%)	9.7	9.0	9.0	
Industrial Paper Merchants				
Avg. Pay Per Sales Service Employee (000)	$15.9	$15.6	$16.4	
Sales Service Expense As % Gross Profit (%)	6.6	6.5	6.3	
Dual Paper Merchants				
Avg. Pay Per Sales Service Employee	$16.2	$19.4	$18.9	
Sales Service Expense As % Gross Profit (%)	8.8	7.9	8.8	

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The L & C P Corporation invites you to visit our Hospitality Suite at The Westin Hotel Copley Place during the NPTA convention. We're ready to answer questions on specialty packaging products, protective masking materials, and gummed printing papers. Or just to talk.

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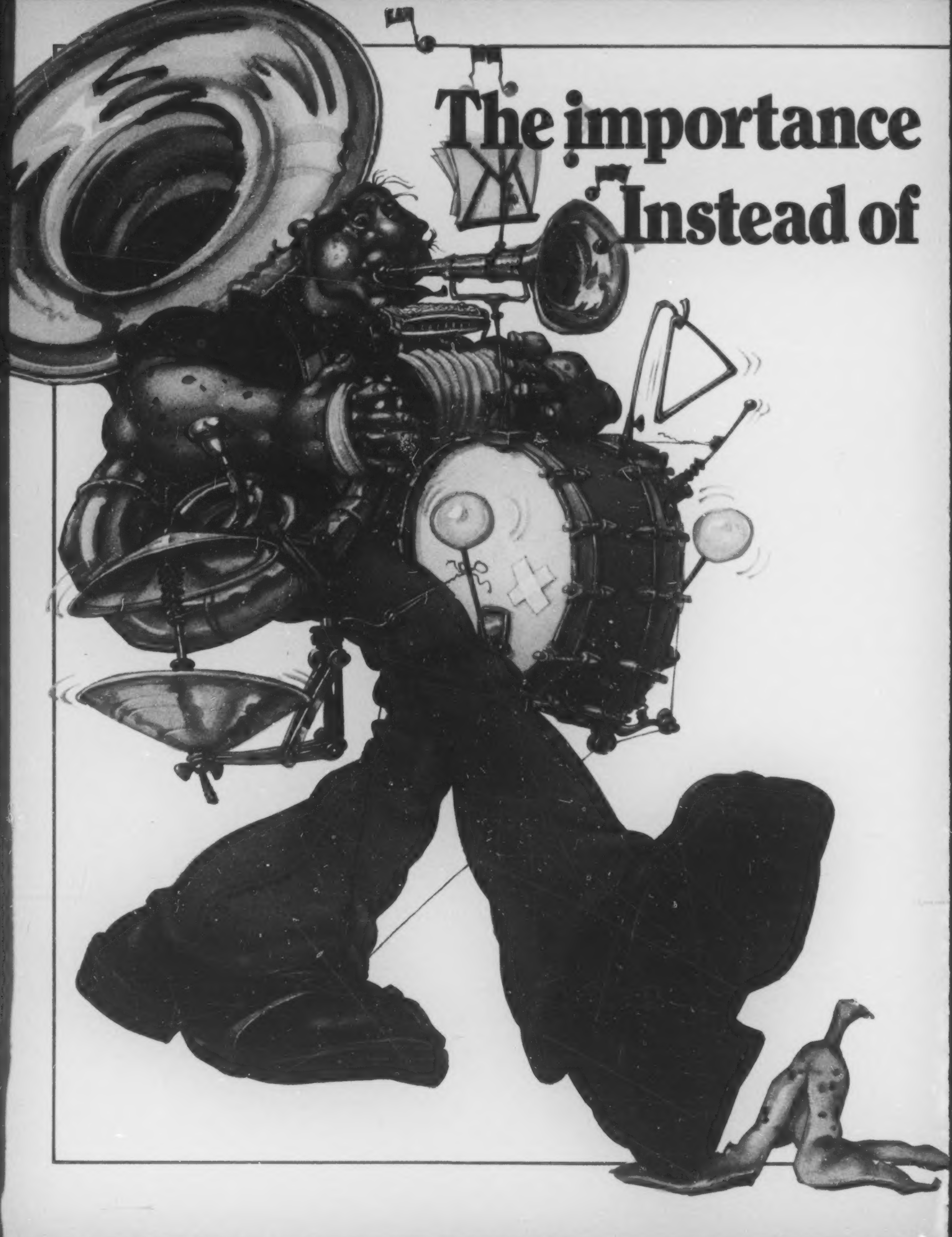

ROUND 2: BAY WEST VS. THE PAPER GIANT

# of doing one thing well.
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The Paper Giant certainly knows how to toot his horn. He seems to have everything that everyone wants in disposable products.

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He begins by selling through every distributor in town. The resulting price trenches send profit margins spiraling downward.

What's worse, the well-deserved sales from hard-earned end-user installations suffer a constant threat: being lost to nearby competitors who sell The Paper Giant's line, too.

It's not the kind of music anyone likes to face. Especially in the washroom, where the Paper Giant's emphasis on the food service market makes him march to the wrong beat. He's not in step with cost issues. Nor is he tuned into waste problems. Even his product quality strikes chords of user dissatisfaction.

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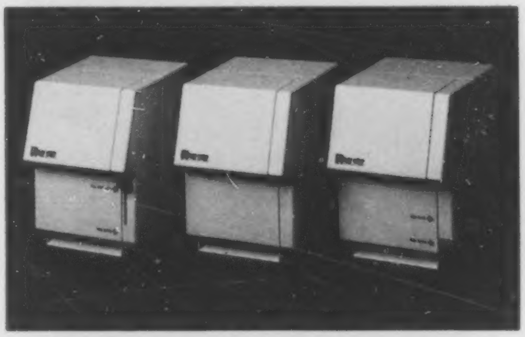

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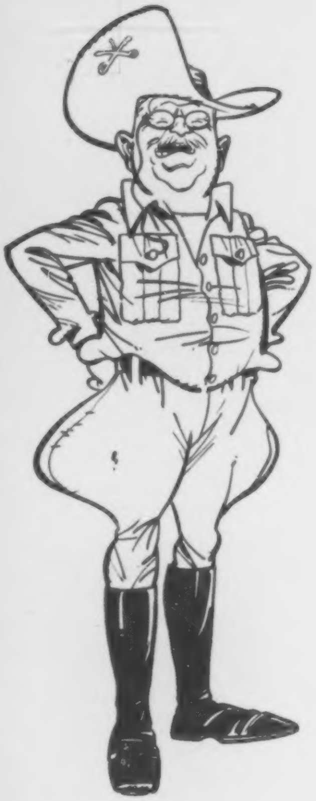

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MAGAZINE PUBLISHERS EXPECT INCREASED PAPER USE IN 86 AND 87

MPA reports coated groundwood still predominant grade

The Magazine Publishers Association (MPA) released results of a new survey indicating that magazine publishers will increase their usage of paper by 2.1% in 1986 and 3.7% in 1987. Results were derived from 98 publishers responding to the survey. Expected usage will be over 1,624,000 tons in 1986 and 1,685,000 tons for 1987.

MPA reports that coated groundwood continues to be the predominant grade of paper used by magazine publishers, accounting for about 71.5% of total tonnage in 1985–87. In 1985, 1,122,110 tons were used. An increase to 1,164,765 tons is projected for 1986, with 1,215,304 tons projected for 1987 (+4.3% over 1986).

Imported paper accounted for 3.5% of total usage for 1985, and is expected to account for the same in 1986 and 3.4% of total paper usage in 1987. 16% of the respondents used imported paper in 1985, 13% plan use in 1986, and 12% in 1987.

NPTA's annual PAR financial survey tracks selected printing paper grades, in terms of the percentage of total sales accounted for by them. Below is a 1982–85 breakdown of these percentages for groundwood, coated two-side stock.

Although sample sizes are small for the above data, one can see that for the larger firms, groundwood-coated-two-side stock is an important product line.

Percent of Average Printing Paper Merchant's Total Sales In Groundwood Coated 2-Side

By Merchant Size

Year	All FIRMS	Under $8 Mill.	$8–15 Mill.	$20–55 Mill.	$55+ Mill.	Your Firm
1985	12.62	—	—	2.11	14.26	
1984	10.97	8.35	—	1.11	12.50	
1983	11.25	—	5.78	4.34	13.38	
1982	12.23	3.96	3.75	2.41	16.15	

The MPA Survey showed that a small shift in basis weight is expected in the 1985–1987 period: 34 lb. and below is expected to continue to account for about 32–34% of total usage; 36 lb. paper is expected to account for 14%; usage of 38 lb. paper is at 4–5%; 40 lb. paper is at 25–26%; 45 lb. paper is at 5%, 50 lb. paper is at 5–6%, while 60+ lb. paper will stay between 10–12% for the 1985–87 period.

For the tonnage used by printing processes: offset was used with approximately 74% of total tonnage in 1985 and is expected to remain in this range in 1986 and 1987; gravure accounts for 26–28% for the 1985–87 period. Statistically insignificant usage of letterpress was reported in 1985 and 1986.

In the area of inventory, 16.3% of the respondents reported paper inventories of 1–30 days, 52.2% fell into the 31–60 day range, 26.1% were in the 61–90 day range and 5.4% had inventories of 91 days or more.

For complete survey results, contact the MPA at 575 Lexington Avenue, New York, NY 10022–Katherine Polyzos, 212–752–0055.

Sales, Inventory, and Receivable Monthly Activity Charts Follow

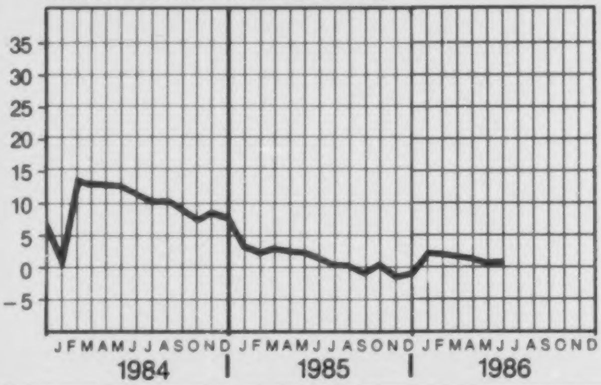
SUMMARY NATIONAL TREND INFORMATION: 1984 TO PRESENT

NOTE: *BEGINNING WITH THE JANUARY 1986 REPORT, STATISTICS WERE PRODUCED BY A NEW SYSTEM. THEREFORE, STRICT COMPARISONS TO PRIOR REPORTS SHOULD NOT BE MADE.*

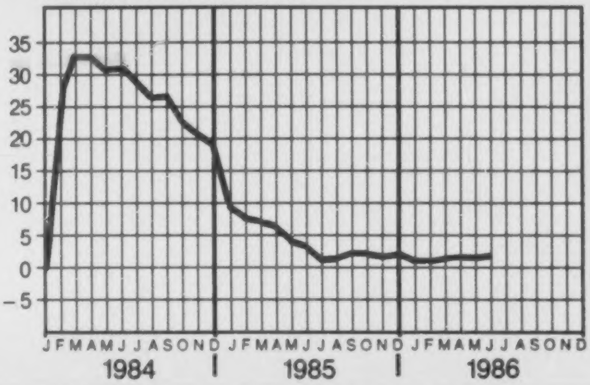
SALES INFORMATION

YEAR-TO-DATE SALES PER SELLING DAY AS A PERCENTAGE OF PREVIOUS YEAR'S YEAR-TO-DATE SALES PER SELLING DAY

INDUSTRIAL PAPER SALES NATIONALLY



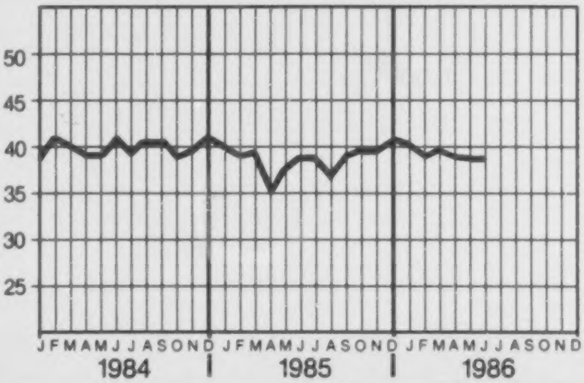
PRINTING PAPER SALES NATIONALLY



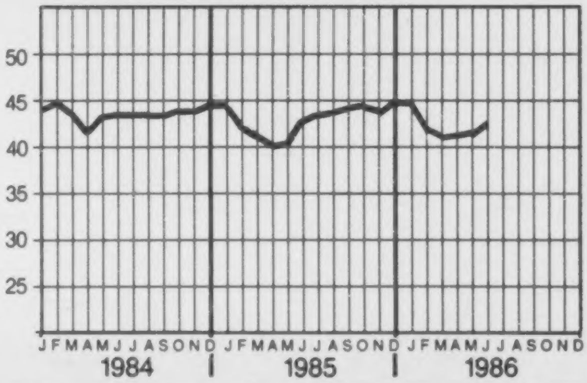
RECEIVABLES INFORMATION

DAYS OUTSTANDING—ACCOUNTS AND NOTES RECEIVABLE FROM PAPER SALES AT END OF EACH MONTH (IN CALENDAR DAYS)

INDUSTRIAL PAPER RECEIVABLES NATIONALLY



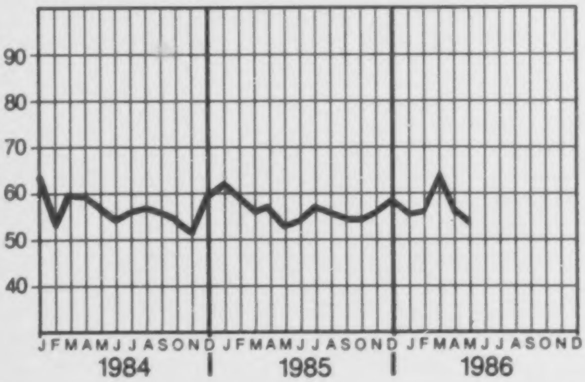
PRINTING PAPER RECEIVABLES NATIONALLY



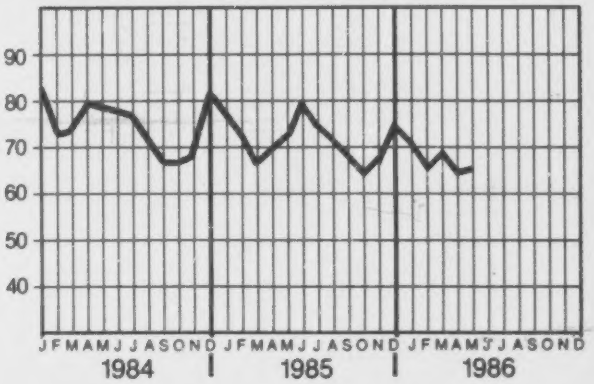
INVENTORY INFORMATION

CALENDAR DAYS COST OF ENDING MONTHLY INVENTORY (FIFO) (IN CALENDAR DAYS)

INDUSTRIAL PAPER INVENTORY NATIONALLY



PRINTING PAPER INVENTORY NATIONALLY



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A Commitment to Training Can Add Profit Dollars

After all that has been written about training recently, what more can be said? Well Plenty!

As a manager, you should know that a commitment to training makes dollars and cents. Many of us have read articles about the value of training inside and outside sales personnel and know it makes sense. But too often, the commitment to effective training unfortunately ends there as we become consumed by the daily business demands and thus training is not given the attention it deserves.

If you think you haven't got the time or the funds to train your personnel then you should think about what your lack of commitment costs your company. Typically, new outside sales hires, often spend time inside to learn the business followed by a period of time outside, before attaining commission or non-support status. For some companies that period can be one to three years in which you are supporting the new trainess with a salary, benefits, and perhaps an automobile and sales incentive package.

If you ascribe fully to on-the-job training without planned sales development training, the break-in period can be long and costly. To illustrate my point, assume you pay a trainee $17,000 base salary plus a car and benefits. During time spent inside to "learn the business" that trainee may only cost you salary plus benefits. Once outside, your carrying costs increase to perhaps $23,000 depending upon automobile and benefit costs, plus any incentive you may provide.

If it takes two to three years for your sales trainee to become self-supporting, your total investment might be $40,000 to $60,000. Or another view is the trainee may cost your firm one to four million dollars in gross sales depending upon your earnings before interest and taxes. Remember, until that outside sales trainee is self-supporting the bulk of his or her costs are coming from your bottom line.

So you can see that little or no planned training that results in slow-starters is not cost efficient. The other risk managers take without a firm commitment to on-going training is failure of the employee to perform—which results in termination. When that occurs, you've lost your investment in growing your company.

Inside sales/customer support personnel should not be overlooked in your training program. They are an integral part of your selling team and usually have more frequent contact with key customers. Lack of commitment to include them in training for product knowledge/service leads to misinformation and poor probing skills to uncover needs and opportunities. Additionally, inside personnel may fail to make appropriate product substitution because of poor product knowledge and lose orders as your customers go elsewhere to fill their needs.

The bottom line is poor commitment to training costs you profit dollars. Make the commitment to planned, on-going training, and make your company grow!

by Peter W. Tomasini, vice president sales, The Dowd Company, Inc., Woburn, MA.

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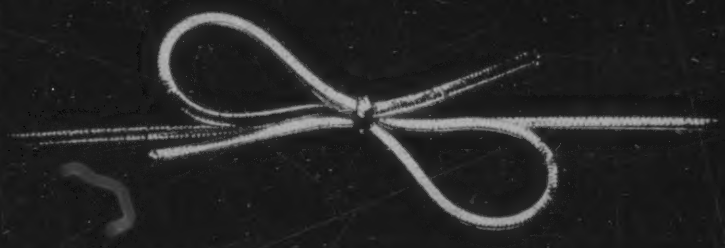

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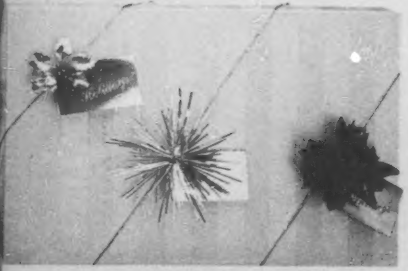
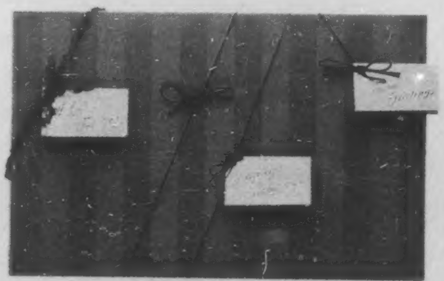
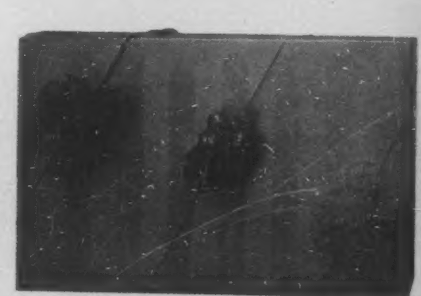


Package Decorations



Stretch Loops and Cards



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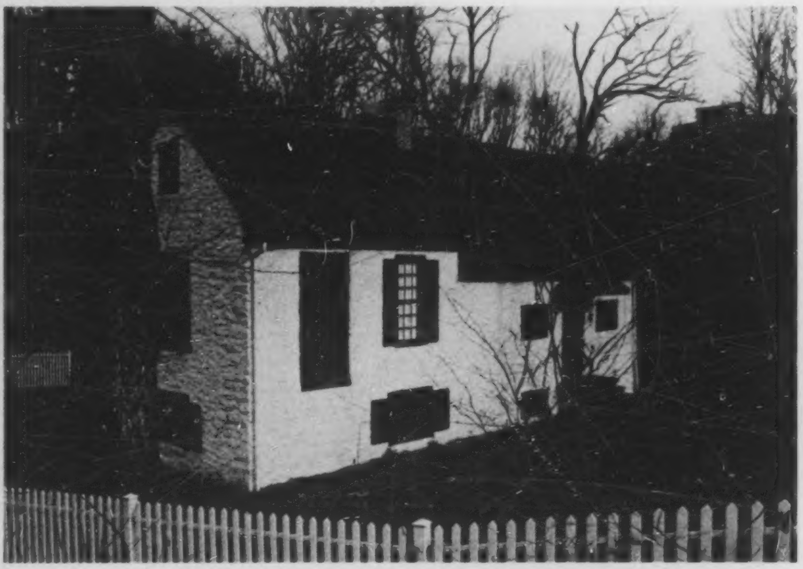
"Friends of RittenhouseTown" Formed to Preserve Site of America's First Paper Mill

By Hugh B. Hanson, president, Friends of Historic RittenhouseTown, formerly with Weyerhaeuser Paper Company

Just four short years from now, America will celebrate the 300th anniversary of paper making on our shores. William Rittenhouse, a Dutch settler in the Philadelphia area founded a paper mill on the Wissahickson Creek and began a paper making tradition in the United States that is marked by quality, efficiency and pride. RittenhouseTown is a celebration of that legacy.



America's only rural village located in a large urban center is the site of RittenhouseTown, where the nation's first paper mill was built in 1690.

Located in Philadelphia's Fairmount Park, RittenhouseTown was at one time a bustling village of 40 buildings. Wilhelm Rittenhausen arrived in Philadelphia from Holland to build a mill to manufacture fine white paper; for over 100 years, the area was the center of papermaking in the United States. Americanizing his name to "Rittenhouse," the pioneer handmade paper maker and his family prospered—with production at three reams per day! As RittenhouseTown grew, other mills were built at nearby locations on the Wissahickon Creek.

Recognizing the historic importance of RittenhouseTown, where six remaining houses are occupied, and its role in America's paper industry, a group of Philadelphia citizens several years ago organized Friends of Historic RittenhouseTown to restore, preserve and protect the site. In addition to the author of this article, two of the founding members of the group are Joseph M. Flounders, formerly president of Lindenmeyr Paper Corporation, and Harold Lampe of Garrett-Buchanan, Philadelphia paper distributors.

Owned and maintained by the Fairmount Park Commission, an agency of the City of Philadelphia, RittenhouseTown is being run under the direction of the Friends, a volunteer group which seeks to contribute to the enrichment of the industrial, religious, ethnic and cultural history of the United States.

Our group is dedicated to providing an interpretive public education program centered on papermaking as practiced by the Rittenhouse Family in the 17th and 18th centuries. And there is a direct link to the original family—two members of the Friends are Rittenhouses, direct descendants of William.

Every link in the growth of the American concept of Democracy involved some sort of paper—newspapers and pamphlets which became "paper bullets" that united the 13 independent colonies. Furthermore, paper from the Rittenhouse mill was used to make cartridges and gun wadding for the militia fighting the British in Philadelphia and nearby in the Battle of Germantown.

Formally established in the Fall of 1984, Friends of Historic RittenhouseTown held a one-day demonstration of papermaking as practiced in the 17th century as its first activity at the site of the paper mill. It was at that event that the goals of the organization—

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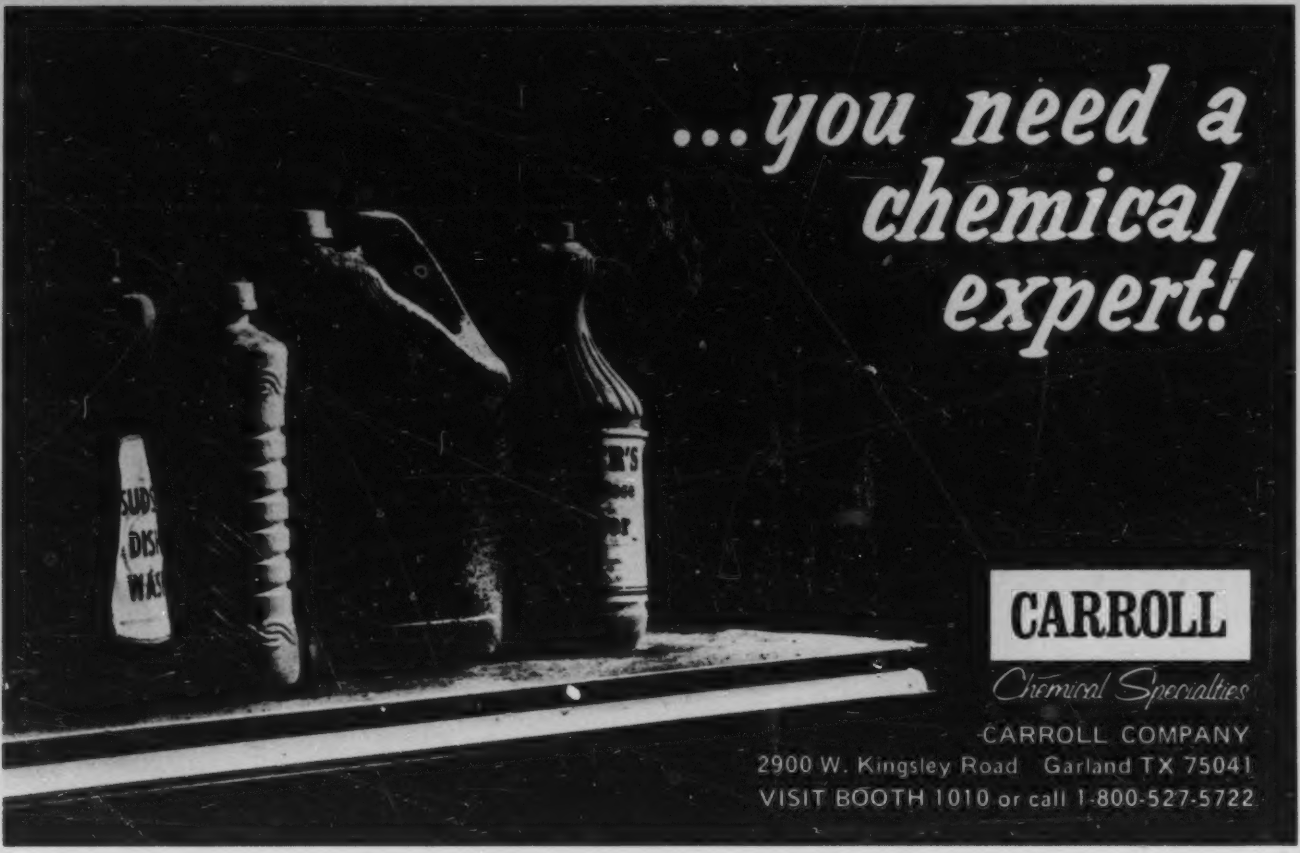

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Rittenhouse-Town . . . A Unique Heritage

preservation, restoration and public education—were announced to Philadelphia officials, paper executives, historians, civic and religious representatives and five direct descendants of William Rittenhouse.

After the inaugural program, a membership drive was begun to enlist support and financial aid to implement the program planned to call public attention to this historic and significant element of American life. With support from the paper industry and paper trade groups, as well as interested individuals, the RittenhouseTown organization now has nearly 300 members.

In 1986, a Philadelphia philanthropic foundation provided $30,000 as a challenge gift to the Friends to finance a master plan for development of the historic site.

One of the first events held by the new civic group was the "Oktoberfest" in early October 1985 which provided the public with an opportunity to tour the historic village and enjoy food, beverages and folk music. Members of the Friends executive committee served as hosts and tour guides, and a member of those attending became members that day.

In late Fall 1985, funds were allocated to repair the roof of the barn and a small adjoining building as part of the restoration and maintenance program of the paper mill site; the barn may serve well as the future education center. The six homes remaining from the original village provide a most interesting architectural history of Colonial America from 1690 to 1800.

In addition to long-range planning to establish RittenhouseTown as an educational and historic organization by calling attention to its role in early American life, the Friends are expanding their program of events to increase public awareness not only of the site but of papermaking.

A noted paper historian, Leonard Schlosser, chairman of Lindenmeyr Paper Corporation, presented an historical overview of papermaking in 17th century Europe and Colonial America in a talk, "William Rittenhouse in a Landscape of Papermaking," a public event sponsored by the Friends of Historic RittenhouseTown and held in Philadelphia in March 1986.

Another event, a tour and dinner at the historic papermaking village, was held in May 1986 as one of a series of events of Philadelphia Open House, an 18–day annual program to encourage the public to explore the city's cultural and historic treasures.

Continuing its plans to attract public attention and support, the Friends are holding their second annual craft fair, "Harvest Fest," on September 20, 1986, at the village.

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The #15 paper machine building at the Riverdale, Alabama, plant.

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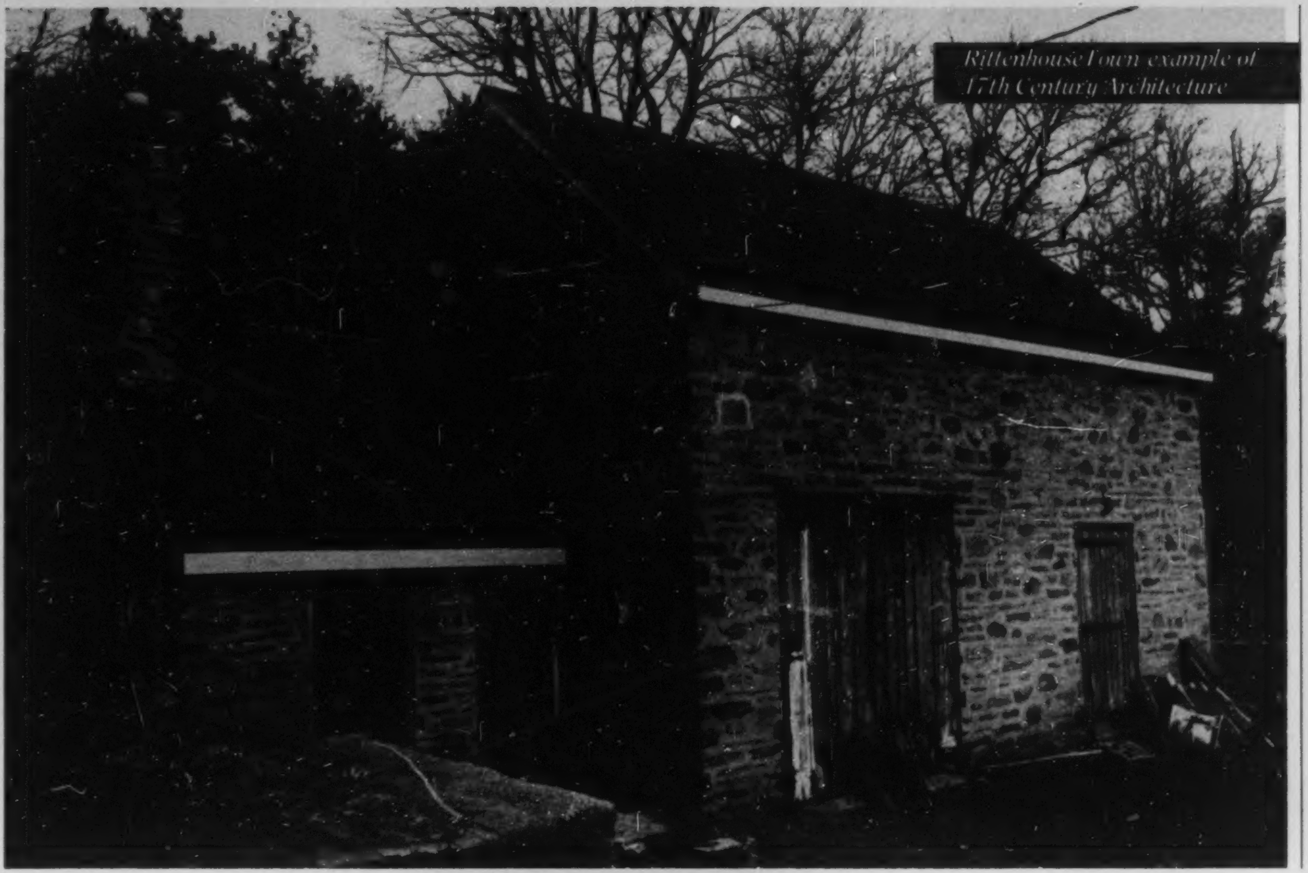

Rittenhouse Town example of 17th Century Architecture

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Hugh B. Hanson, president
Friends of Historic Rittenhouse

RittenhouseTown has arranged to be open for tours by the public, as individuals or in groups, every Saturday from April through October. Reservations may also be made for tours at other times.

Tax deductible memberships may be obtained by individuals or families in a range from $20 to $1,000. Corporate memberships—several paper trade companies have subscriptions—are available from $100 to $500 or more.

In less than two years since being organized, Friends of Historic RittenhouseTown has made considerable progress in its efforts to encourage public support and to implement the restoration and preservation of the place where the first paper mill in Colonial America was in operation. We are now starting plans to commemorate the 300th anniversary of the establishment of William Rittenhouse's factory in 1990—an important milestone in American history.

For more information, write: Friends of Historic RittenhouseTown, 3612 Earlham St., Philadelphia, PA 19129.

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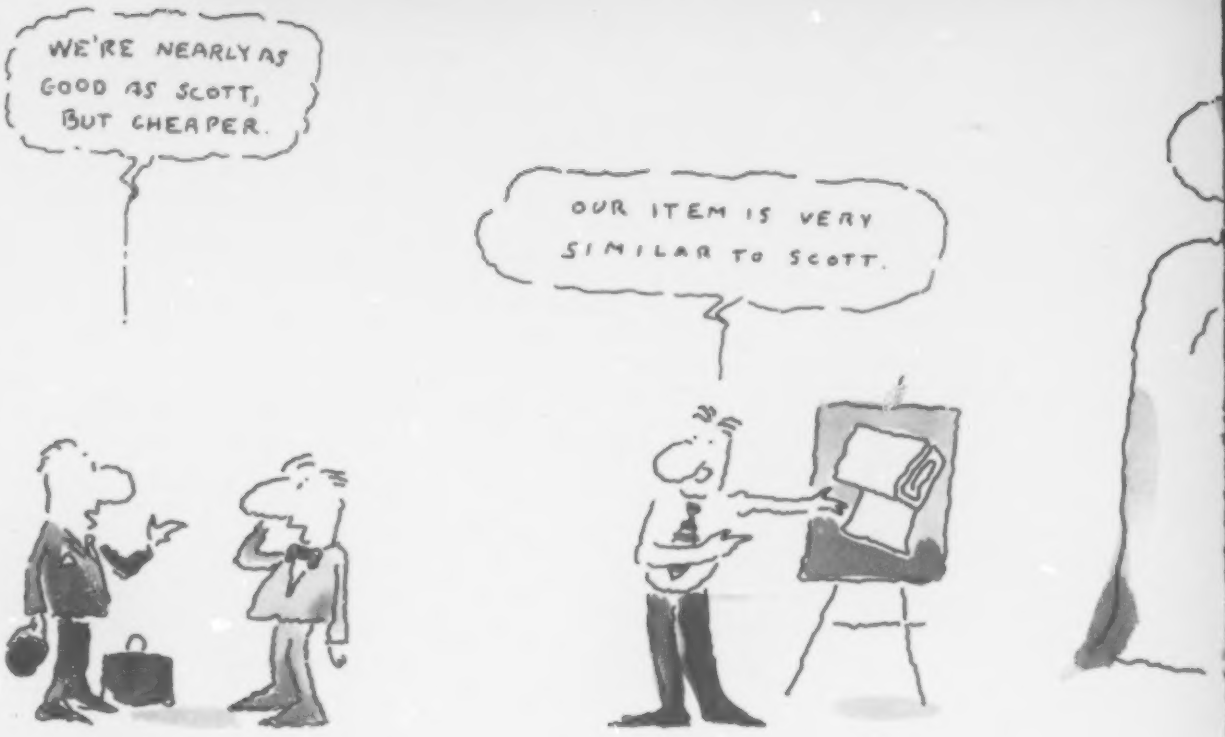
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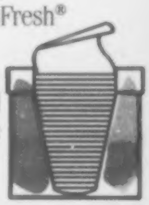

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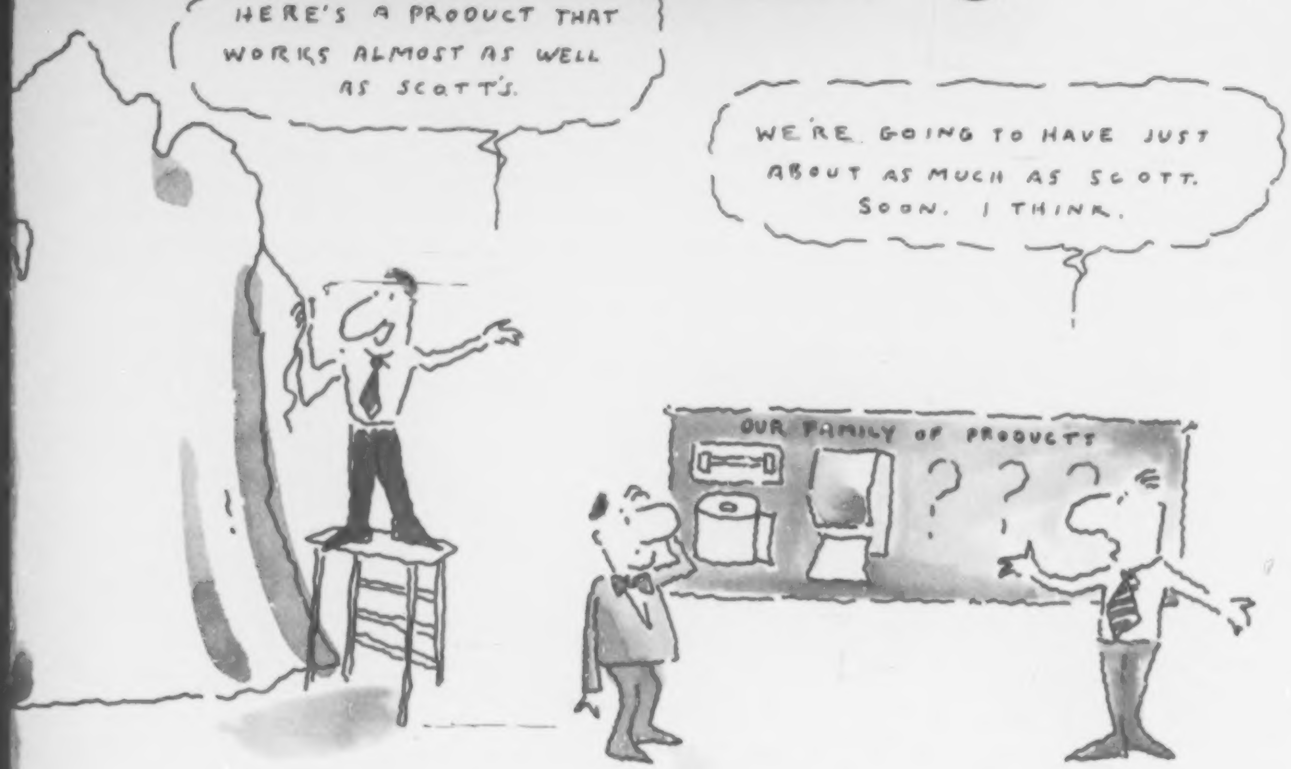
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Dead Stock: The Profit and Control System Crippler!

This series is an excerpt from Gordon Graham's new book, Computerized Inventory Management for the Distributor-Updated!, planned for publication in 1987.

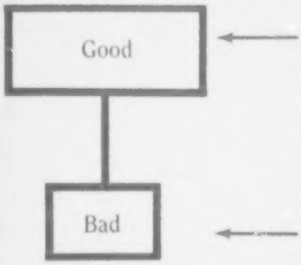
This is the first of three parts. Phase 1: Prevention

by Gordon Graham

Most distributors carry about 40% more items in stock than they really need! Does that get your attention? Yes, it's true. Before this article ends, I'll show you how to find your 40%. The situation is very common. Now before you have a coronary, let me add this: Much of the 40% does sell...a little. They're not completely dead. The trickle of sales they produce, however, doesn't generate anywhere near enough profit to justify the dollars invested in inventory. That's the problem.

When Inventory "Control" is Exercised

Let's assume that my wild statement above is true...that most distributors' productive-to-nonproductive stock profiles look like this:



The stock replenishment controls (order points, line points, EOQ's, etc.) work up here . . . impacting these good items and causing their total inventory dollars to turn about 5 to 6 times a year.

The controls have little or no impact with this group. They are not replenished. Turns are less than 1 per year.

All of which illustrates an important inventory management principle:

Inventory CONTROL is exercised when you bring in stock...either for the first time or in replenishment. Everything you do after that point must be classed as inventory CORRECTION!

The turns for both groups above, combined, likely will be about 1.9 to 2.3 per year. Why? ...because the inventory controls impact only the good stuff. That's the material being reordered. The bad stuff just sits. The replenishment controls have no effect. It isn't reordered.

The Wrong Way to Correct the Program

In an effort to stop inventory buildup and correct a lousy overall turn rate, a distributor president might issue this sweeping executive edict:

We've got way too much inventory around here! Listen you people in purchasing, quit buying so much of our stocked material...and wait longer to order it! Let our stock run lower before you place the P.O.s!

What's that going to accomplish if purchasing follows this directive? You can guess, can't you? The service levels for good material will go to pot if you drop the line points and order points arbitrarily. They are what they are because outsiders (customers & suppliers) set them through performance and their offers of purchasing discounts. Buying smaller quantities of the better items will improve the turn rate slightly, but of course you'll work everyone too hard...spend too much control money to keep the items resupplied. And the overall turn rate? ...well, it won't change much, maybe up to 2.5.

The real source of the turnover problem is the dead and slow-moving stock. That's where

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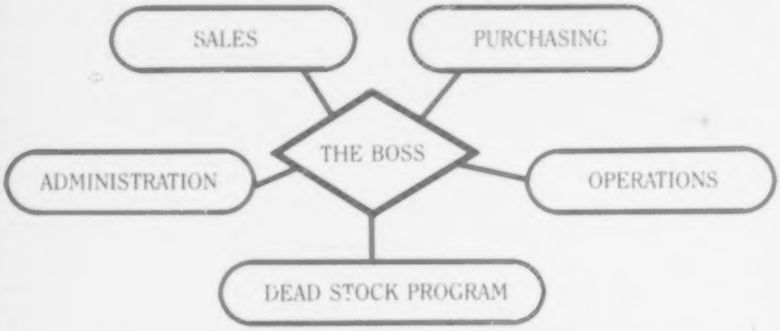
action is needed! The president tried to apply correction in the easiest place: What purchasing is doing today, tomorrow, and the next day. He's hoping for a quick fix. Unfortunately, for this problem, there isn't one. It's going to require a planned, administered, monitored program to identify and rid the company of the dead material...a program that the president must take part in, if the turns are to improve. With the profile you saw above (40% of the stock non-productive), you'd have to turn to good stuff 20 times a year to get 6 overall. You wouldn't want to try that. The expense and strain on your people would be prohibitive. Better that you attack the real problem...the excessive amount of slow and dead stock.

The President's Five Major Priorities

A little later, you'll see a Four-Part Dead Stock Prevention, Identification & Disposition Program to help rid your company of the "millstone" that's dragging down the turns and tying up your cash. But a major decision has to be made first. Your president has to add one more priority to the four he has already:



The president must be very interested in the Dead Stock Program. It must be one of his five major priorities, or not much will happen. It's a business phenomenon that other people take an active interest in those activities in which the boss is directly involved. If he or she is following up, asking lots of questions about progress, etc., things happen!

Don't misunderstand. The president isn't to get rid of the non-productive stuff personally. That would be an expensive waste of his time . . . but the program to get rid of it is one of his five major priorities! He's as involved on a day-to-day basis in this program as in what's going on in sales, in purchasing, in administration (accounting, data processing, keeping "score," and in operations (warehouse, trucks, delivery). You'll see clearly as the Dead Stock Program is explained how the president is involved...but his involvement is a prerequisite to success. He provides the power to drive the program.

The Four-Part Dead Stock Program

An effective effort to move out the deadwood from inventory has four distinct phases:

1. Prevention
2. Identification
3. Coordination
4. Disposition Steps

Each is important. Each has its impact. Resist that urge to bypass the first three parts and jump immediately to the fourth. It's a bit like painting your house. Preparation is perhaps more important than the final steps when you see the clean, new surfaces. In your program, allow each of the four steps to effect the benefit it alone can introduce.

Phase 1: Prevention

The first phase, Prevention, requires some new thinking. You need an entirely new attitude about putting items in stock for the first time. Frankly, you should adopt a tough, "up-front" posture as new items are considered for inventory. Why? ...because most dead items didn't evolve to that status. They were not once great sellers, only to gradually lose steam and wind up to be dogs. They were dogs from Day 1! They never did sell worth a hoot.

The odds are these: If you add 10 new stock items today, under the same logic distributors have used for years, only two will be good movers after a year. The other eight will range all the way from "Ugh" (you'd like to throw up) to marginal, at best. Obviously, we need a change in logic if we're to have even a 50/50 chance of new items becoming winners.

Three Groups That Influence a Stocking Decision

Three different groups of people exert pressure on a distributor to add new items to stock: Customers, the distributor's own salesmen and suppliers. Let's see how the new up-front, decision-making toughness applies to each of these groups.

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IFC Nonwovens introduces four unique additions to the Like-Rags wiper line...

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NEW **Automotive Shop Pack** —	Dispenser pack of 50 "original" Like-Rags
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LikeRags™ are the first wiping cloths sold "like a rag", but with all the advantages of both rags and disposables.

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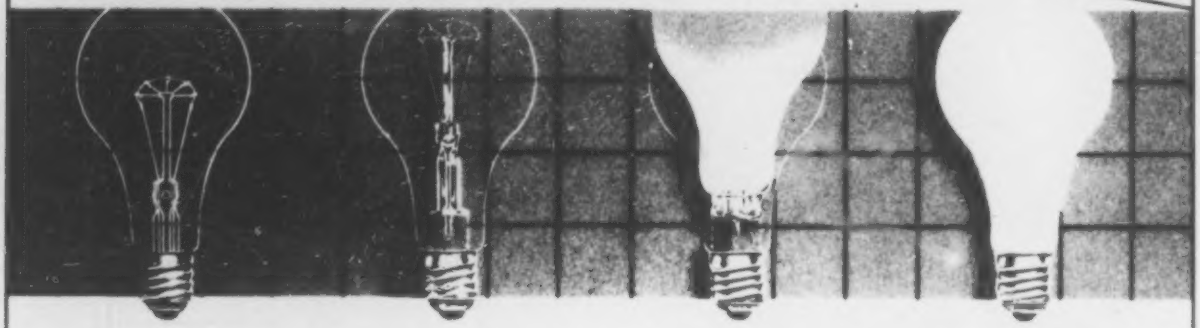

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Every step in the construction process demands the highest quality standards. We build the bulb that burns five times longer, because it's built one step at a time.

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For full details on our products and private branding programs call 800-922-6693

INVENTORY MANAGEMENT CONTINUED

The written commitment is for psychological reasons

Harry, I'd like your company to start carrying these six items in stock for me. If you will, I'll buy about ten each per month from you. ...and don't worry about the inventory. Whatever I haven't taken by December 31, you may ship and bill! Oh, and this will give you a golden opportunity to get a lot of new business from us. We favor distributors who support us with special stocks.

In the past, the phone wasn't even cool before the special stock of six new items were arriving at your dock. ...but what about today? What should you ask for today that would have been out of the question in 1975? That's right, a **commitment**, and in writing! You should ask the customer to give you something in writing that expresses his commitment to you to buy the new stock.

Quit snickering! I know you likely cannot enforce it. I realize that if you tried, you'd probably lose the customer. The written commitment is for psychological reasons. Customers have a nasty habit of making the same special stock arrangements with more than one distributor (I know you're shocked and disappointed, but alas, it's true). They want to be covered no matter how scarce the products might become. The customer knows he hasn't enough business for all three distributors next year. ...so guess who gets most (or all) of his orders if you have a written commitment in almost any form, and two other distributors have only verbal deals? Sure, you get 'em! The customer isn't too sure what legal grounds you have with a written agreement, but he knows what the other two guys can do...zippo! You get the orders. They get apologies.

It doesn't have to be fancy. A blanket order with release dates; a blanket order with no release dates; a signed letter on the customer's stationery; a napkin he signed at lunch...anything. Just be sure it's in writing.

YOUR OWN SALESMEN:

Harry (your salesman) walks into your office with this complaint:

Boss, you recall that Joe over at ABC Industries wants us to add those six new stock items just for him, and you told me to get something in writing from him. Well, he won't do that! Joe says he never puts such gentlemanly arrangements in writing for anyone. Boss, if we want this business, we'll have to do it without a formal commitment from him!

Now what? You can't get a written commitment from ABC Industries, but who can you get one from? Ol' Harry, your salesman! Out of your desk comes a form letter with blanks to be filled in. Your reply to Harry goes like this:

texize COMMERCIAL PRODUCTS
Glass Plus®
CLEANS GLASS PLUS A WHOLE LOT MORE
FORMULATED FOR INSTITUTIONAL USE
texize
Glass Plus®
CLEANS GLASS PLUS A WHOLE LOT MORE

OUR EASY-5™ REFILL SYSTEM MAKES CLEANING EASIER.

The GLASS PLUS Easy-5 Refill plus the 32 oz. sprayer gives you the perfect cleaning system. You get five gallons of GLASS PLUS for cleaning glass, restaurant table tops, desk tops, washable furniture and fixtures, plus a whole lot more.

The One Step Refill System is fast, economical, labor saving, easy to store, and convenient. From the name you know. Texize

TEXIZE Greenville, South Carolina 29602
Division of Dow Consumer Products Inc. [illegible]

Come visit us at the 1986 NPTA Convention at Booth [illegible]

Harry, we definitely want that new business from ABC, and we certainly want to support your dedicated sales effort. Just fill in here on this letter the six new items you want us to ***add, and how many you commit to sell to ABC Industries per month,*** *sign the letter, and we'll add the inventory. Oh, please note that last paragraph. If any of the original stock, of the first batch we bring in still remains on the shelves after six months,* ***you and the company*** *will share the 30% per year carrying cost!*

Harry will likely fall over onto the floor with apoplexy (the sudden loss of bodily function). "Are you crazy?" he screams. "I'm not going to sign any such letter?" Well, now the decision is simple. No commitment, no new inventory! **Somebody** has to commit to buy or sell this stuff! If they won't, then why take the risk? Isn't that how you got most of the deadwood that's out on your shelves right now?

Harry wants the company to take a big investment risk, based on his word and ability to sell. If he **really** thinks the customer will buy these six items, the letter presents no hazard for him. If you replenish any of the items before the six months are up, Harry's off the hook on them. He's committing only to sell the **original** inventory! Perhaps he'll downgrade his request from six items to four, and the commitment on sales from 10 a month to five. Harry will list only what he's sure he can sell. Great! One day, Harry is wandering around the warehouse (probably shouldn't be out there, but he is). Up on a shelf, he notices some very dusty stock.

Goodnight, look at all that dusty stuff up there! ...and the boss has a signed letter of commitment where I said I'd sell it all by October. Boy, I'm going to call Joe over at ABC Industries as soon as I walk back into the office!

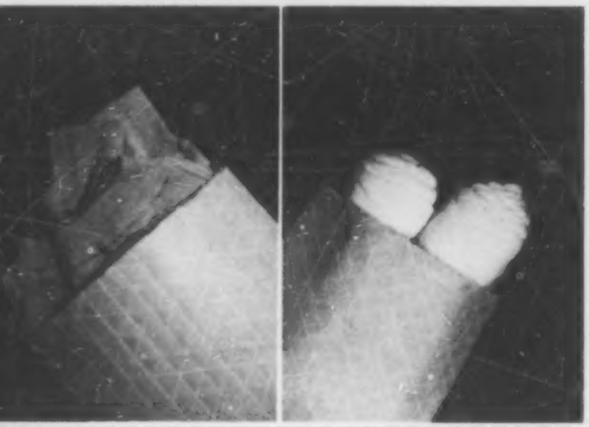
That's exactly what we want him to do. "Don't forget why that inventory is here! You said you'd sell it!" You may elect not to have Harry pay directly half the carrying cost on dusty material that can't be returned, but the letter is still a good idea. Commitment...that's the concept!

SUPPLIERS:

How about the manufacturers? They, too,

> *Goodnight, Look At All That Dusty Stuff Up There!*

Why pay to mail unnecessary protection?



Thilmany
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I have an application for Dura-Bags. Please send me information.

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Mail to: Thilmany Pulp & Paper Co.
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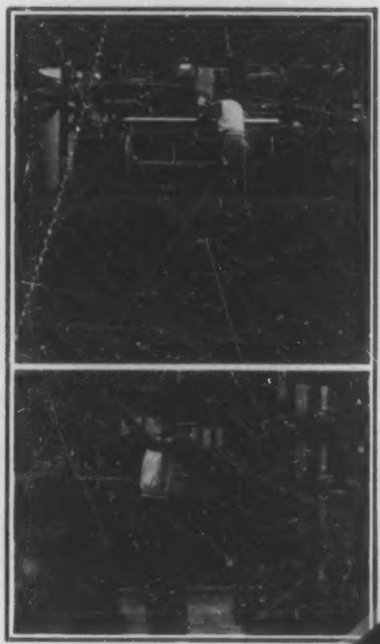
FRONT RUNNER DOOR MATS

Keep floors Fresh as a Daisy!



When in the Atlanta area you are cordially invited to visit our manufacturing Facility in Acworth, Georgia.

Front Runner Door Mats are your first line defense against grit accumulation and floor deterioration. The double-tough construction of vinyl covered woven nylon loops permanently embedden in a non-slip, heavy-duty vinyl backing makes Front Runner the ideal entrance mat. Dirt, sand, water, and snow are trapped below the mats looped surface where it stays hidden. One quick shaking, vacuuming, or hosing cleans Front Runner making it ready to start trapping more dirt and protecting more floors. Front Runner Mats come in six attractive colors to fit into any decor and are available in the following standard sizes: 2' x 3', 3' x 4', 3'x 5',3'x 6',3'x 10',3'x 20',3'x 60',4'x 6',4'x 8',4'x 10',4'x 20', and 4'x 60'. Special cut sizes are available.

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BLUE

GOLD GREEN BROWN BEIGE RED

Rather than signing the supplier's document, slide your version across the desk to him . . .

often exert pressure to add new stock items, and you can be sure there's very little "commitment" involved. For those suppliers you've had for years, where you must (or feel you must) have their product lines, there's not a lot to be done now. You made your bed years ago with these folks, and now you have to sleep in it. When you signed the Supplier/Distributor Agreement, your ability to negotiate pretty much ended right there.

In the years to come, however, many other suppliers will court you in hope that you'll take on their products. With these, you have significant negotiating possibilities. With these, you need not wake up three years from now to find most of the original stock still around. Here's the scene as the potential supplier's salesman tries to seal the bargain:

Well, Mr. Harris...we're so glad that you've agreed to be our distributor in this area! All I need now from you is a purchase order for our standard array of products as your initial stock...every distributor starts this way. It requires a $10,000 purchase, but don't worry about a thing. Whatever doesn't sell after a year, we'll take back with no restocking charge. Of course, you will have to pay the freight, our low inspection charge, and agree to purchase an equal value of products that do sell for the stuff you return.

With this statement, the salesman pulls a very official-looking document from his briefcase...it's the "Supplier/Distributor Agreement," that sets out the terms he just outlined. This baby is impressive. It's printed; has an eagle at the top; a scroll down the side, a huge seal at the bottom; and is signed by some high dignitary. It looks like a will. Who in the world would dare to question such a document?

You would! From your middle desk drawer comes an even more impressive document. It's printed in gold; a double-eagle at the top; gold scrolling, two seals, signed by someone in Washington. This is your company's Distributor/Supplier Agreement! It sets out *your* provisions for taking on a new product line:

1. You must see a classification of the supplier's product similar to the one explained under Phase 3. ...best to worst! The items that have sold well in your industry, geographic area, or nationally (whichever would be more revealing) are listed first; the "dogs" down at the bottom.

2. You will take the list, sit down with your marketing or sales staff and let them review it. Whatever they commit to sell will be ordered. You reserve the right to "cherry pick" the product line. It might turn out to be a $2,800 purchase order...not $10,000!

3. Whatever doesn't sell goes back to the supplier after six months; he pays the freight; no restocking or inspection charges; and no exchange requirements!

Rather than signing the supplier's document, slide your version across the desk to him. Watch him turn red. ...and then leave in a huff. "If we did this for you," he sobs, "we'd have to do it for any new distributor!" Let him go. Thank him for his time, and be sure he has your business card. "Call me when you're ready to discuss this!" you reply.

In a few days, the salesman's boss will call: "Let's get together and discuss how we can get you on board as our distributor!" Great! Now you can negotiate the provisions of the agreement. ...and every single provisions is negotiable! The supplier simply used one of the oldest techniques in the book on you. It's called "authenticity." If you lay an authentic-enough document in front of most people...one that's printed and obviously is never to be tampered with, most people will sign without a murmur. Don't fall for it. Give him an even more impressive dose of the same technique.

Likely, you'll wind up with an agreement somewhere between what he specified and what your gold document set forth. That's okay. It's all part of your game to get the line with better terms up front...better initial stock requirements and not-so-one-sided return provisions.

Distributors, today, are negotiating much better arrangements than in the 60s, 70s and even the 80s. They can't afford the slow-moving and dead inventories that resulted from taking on new product lines when the supplier laid down all the terms.

Prevention! That's Phase 1 in your Dead Stock Program. It's a new attitude that, once adopted, becomes permanent. You have to be tougher up front with customers, your own salesmen, and new suppliers to prevent new stock items from becoming deadwood in a year or two. Your prevention efforts won't be 100% successful, of course. In spite of the tougher up-front screening, items will still slip through and become dogs...but you'll net a bunch of em' that otherwise would have wound up on your shelves.

NEXT MONTH: Phase 2—Identification

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Partners in Paper

A successful partnership takes teamwork. Communication. And commitment. At Erving, that's only the beginning. In the paper relay race, Erving is positioned to help improve your inventory turns and reach your paper profit potential.

We know you can't go it alone. So we work with you, every step of the way. Passing on distribution leads and helping to increase the purchasing of your current accounts.

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We support our line with a highly trained sales team and informative sales aids. Our cross-country network of distribution and computerized inventory control system enables us to process your orders and deliver. Fast.

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For a stronger finish on your bottom line, reach for quality, reach for Erving. And see how we're willing to go the distance with you.

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You can meet the Erving Team at Booths 412 and 414. Or call 1-617-544-2711.

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Merv Golder
Bob Golder
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Ron Richter

KEY PRESSURE POINTS FOR SALES EXECS IN 1986

What bothers you the most?—about your business, that is. 3,700 marketing and sales executives were polled recently by Fleming Associates, an executive search firm, to find out what will be most distressing in 1986. The top five in order of priority are:

- *pricing,*
- *new product introductions,*
- *marketing segmentation strategies,*
- *selling cost and,*
- *internal staffing and training.*

OUT-OF-THE OFFICE MEETINGS ARE TOUGH TO PLAN

More than 75% of all meetings that are held in hotels involve fewer than 100 people. Much of the time, the person who gets the responsibility to put it all together is a manager with limited experience in such matters.

To make things easier, there's a free 20-page guide that covers every aspect of meeting management from the coffee break to final arrangement. It's available from Marriott. Ask for the "Beginner's Guide Through the Minefields of Planning a Meeting" when you call 800-228-9290.

While you're at the 1986 NPTA Show, we'd like to extend a warm . . .

Welcome To Boston!

Home of Tea Parties, Baked Beans, The Boston Celtics, and now . . .

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Stop by our Hospitality Suite. Say Hello, and let us help you enjoy your stay in our new neighborhood.

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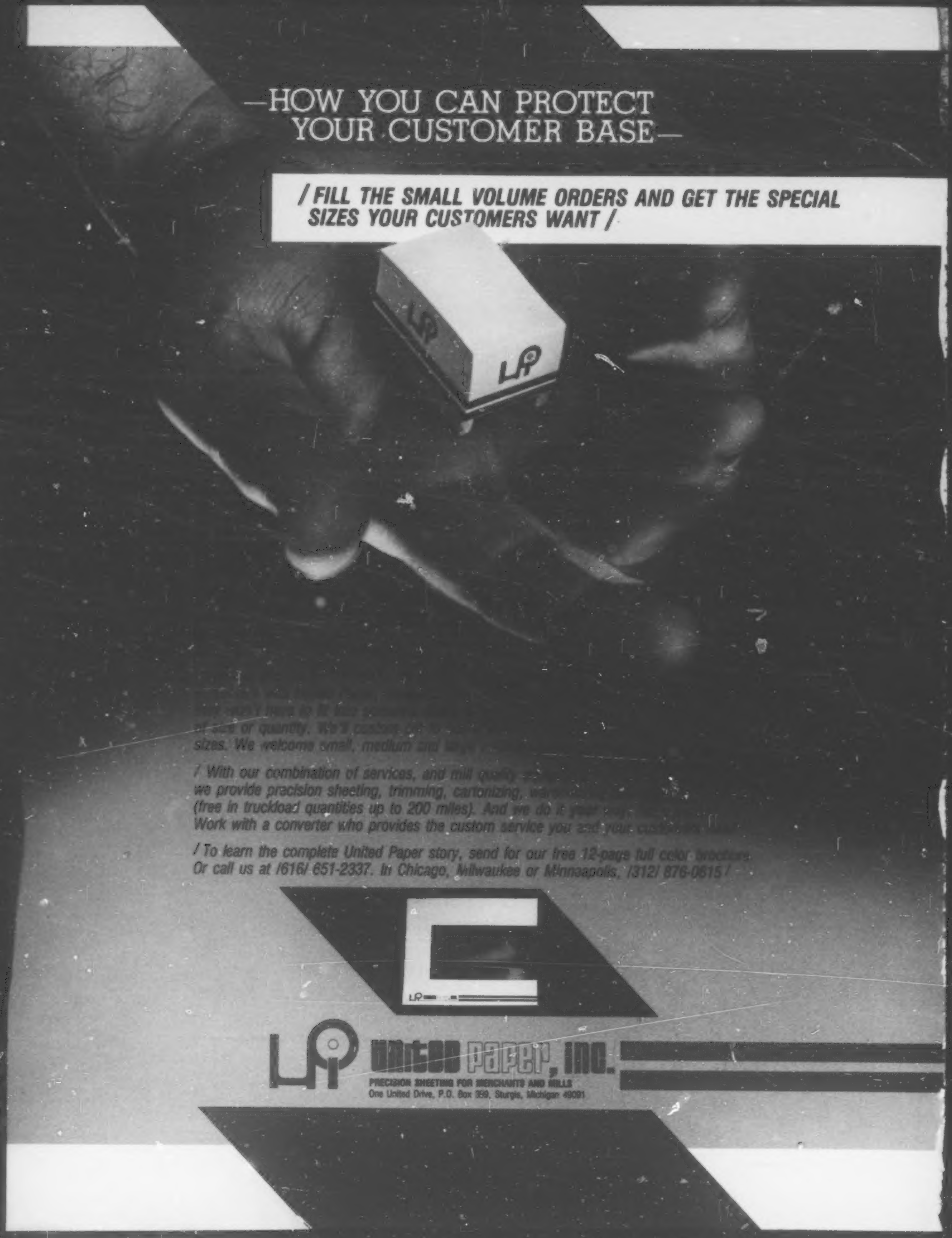

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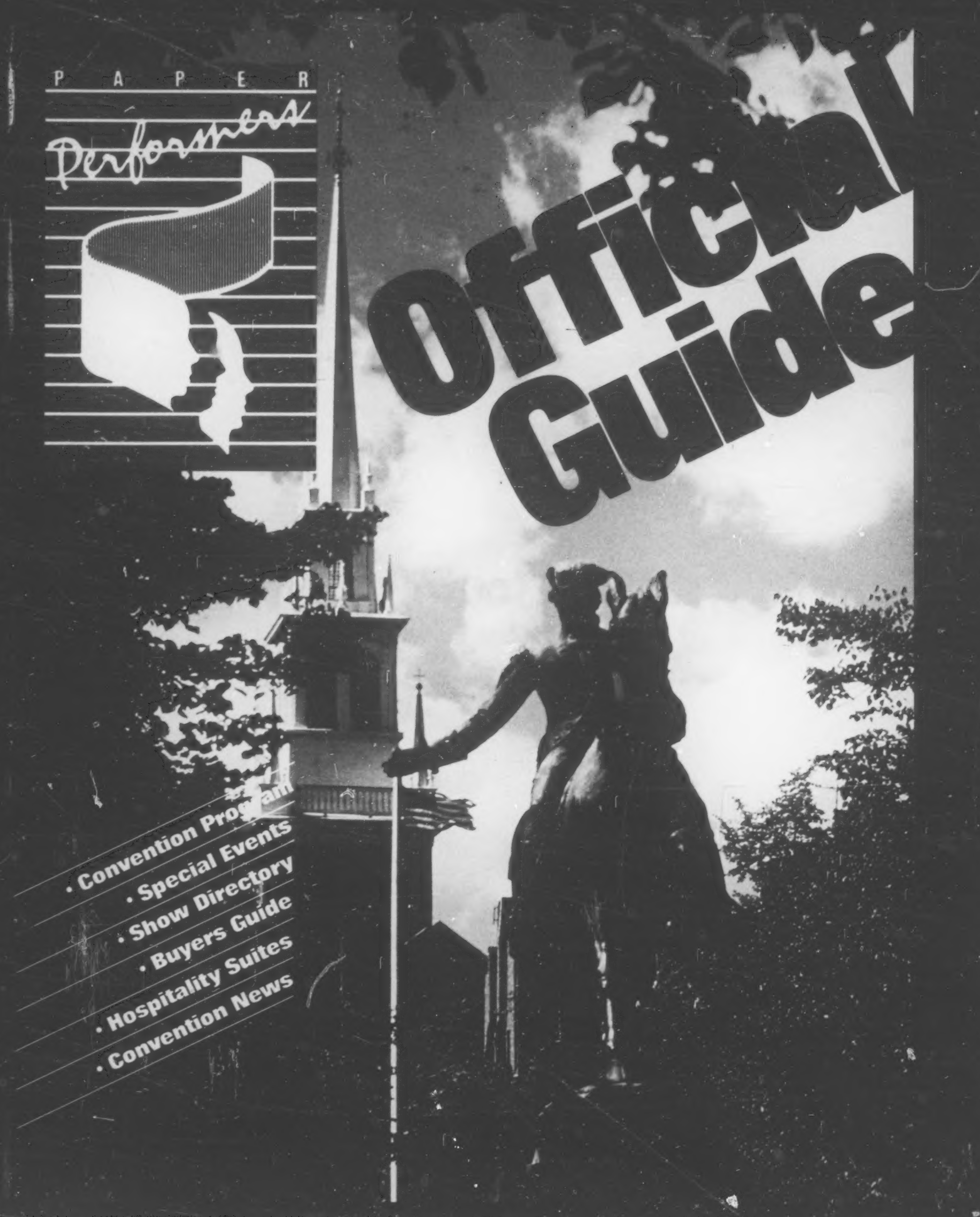
Official Guide



- Convention Program
- Special Events
- Show Directory
- Buyers Guide
- Hospitality Suites
- Convention News

There's only 359 Days Left to the 1987 NPTA Convention in Atlanta

Plan now to be there for the NPTA Convention, the Paper/Plastics & Allied Products Exposition, the Chairman's Luncheon and the many special events that will make the 1987 event a great industry experience for all who attend.

Exhibits

Contact: Ed Ruffing, show manager on the exposition floor to reserve your exhibit space for next year; or call him at 212-730-1050. Plan ahead—the 1986 show is sold-out.

Official Guide

Contact: Richard Lerman, director of advertising for *MN*, to reserve your space in the 1987 Official Guide to the Convention and Exposition. See him at the NPTA booth or call him at NPTA headquarters: 516-829-3070.

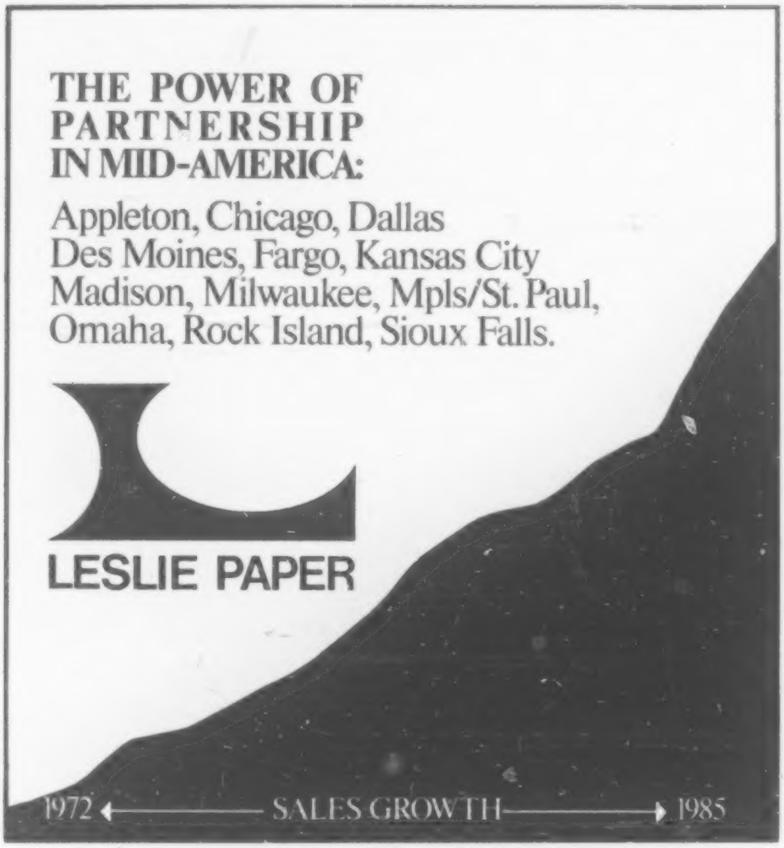
Membership

Membership in NPTA is limited to those companies that are primarily in the distribution of paper and allied products. If you are a paper merchant and not now a member of NPTA, join now and save the 1987 Convention Registration fee and gain the value of the many, many NPTA services.

1987 NPTA Convention **September 19-22**

Scherago Associates
1515 Broadway
New York, NY 10036
212-730-1050
Attn: Ed Ruffing

National Paper Trade Association, Inc.
111 Great Neck Road
Great Neck, NY 11021
516-829-3070
Attn: Richard Lerman


1972
SALES GROWTH
1985

THE POWER OF PARTNERSHIP IN MID-AMERICA:

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Des Moines, Fargo, Kansas City
Madison, Milwaukee, Mpls/St. Paul,
Omaha, Rock Island, Sioux Falls.

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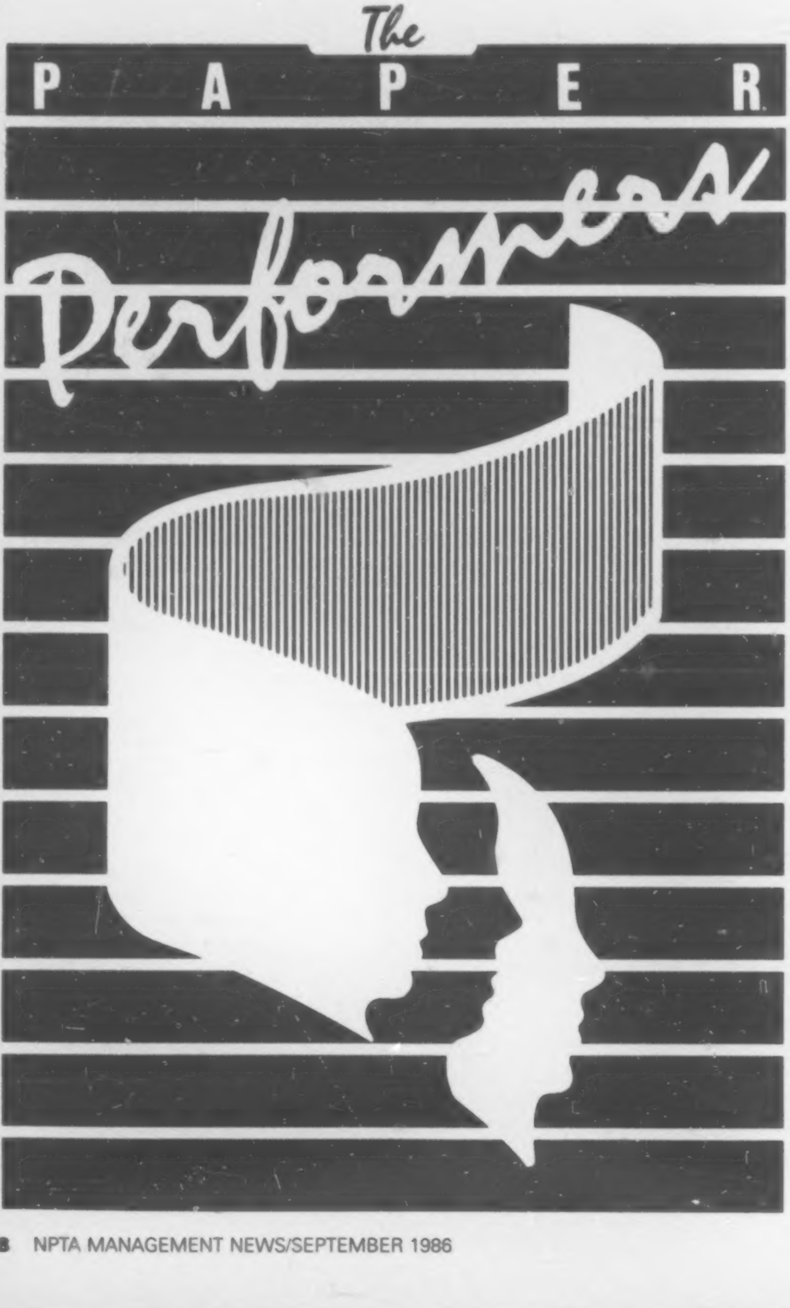
The Paper Performers: A Very Special Event



It is with great conviction that the National Paper Trade Association selected "The Paper Performers" for its Convention theme this year. *People* are the driving force that make a paper distribution operation profitable, run efficiently, and address the needs of the marketplace. Without real performers, a company cannot guarantee its success.

"The 1986 NPTA Convention logo graphically illustrates the importance of people in our industry," said Richard W. Abrams, NPTA chairman who is president and CEO of West Coast Paper Company in Seattle, WA. "Paper distribution is an important part of our service economy and our people are the ones who make the whole system work. Plans for the Annual Convention call for the recognition of the people in our industry, the real performers, with a continued emphasis on education and training." Abrams said.

The 1986 Convention & Exposition will be the best ever. This is NPTA's first trip to Boston and many special events are planned that will make the 1986 Convention long remembered: The Chairman's Luncheon featuring the Stanley O. Styles Industry Excellence Award recipient and featured speaker General Alexander Haig.

The NPTA Annual Convention salutes the industry performers this year in Boston.

Paper/Plastics & Allied Products Exposition activities for 1986 will mark the 50th anniversary of the show. A special Wine and Cheese party and CEO Day will make this show a most memorable occasion.

The Convention program, as outlined in this issue of *MN,* demonstrates the importance of the individual to paper distribution activities. The sessions cover a great variety of important topics. Each and every person who attends should put the accent on education for themselves by attending all of the programs. Everyone can benefit.

To our customers:

**Please stop in . . .
say hello.**

**A visit to our
Westin Hotel suite
would be most welcome**

Nekoosa Papers Inc.
a company of
Great Northern Nekoosa Corporation

1986 Convention & Exposition

The
PAPER
Performers

Exposition Hours

Saturday, September 13:
10:00 a.m.–5:00 p.m.

Sunday, September 14:
11:00 a.m.–4:00 p.m.

Monday, September 15:
8:30 a.m.–12:00 p.m.

The National Paper Trade Association, inc. is pleased to welcome all to the Association's 83rd Annual Convention. Paper merchants and their suppliers from every state in the Union and a dozen foreign countries will be in attendance.

For those not able to be at this important industry gathering, this issue of *MN* will serve as their Convention experience. Everyone will see the new products, find out who was in attendance, and learn about the great variety of educational programs.

Save this program and use it as a Buyer's Guide for future reference. There is a wealth of information contained in these pages for both paper merchants and industry suppliers.

Registration

Registration will be held in the Sheraton Boston Hotel on the second floor:
Saturday, September 13: 8:00 a.m.–5:00 p.m.
Sunday, September 14: 9:00 a.m.–4:00 p.m.
Monday, September 15: 8:00 a.m.–12:00 Noon

Fees

There are no registration fees for NPTA members and exhibitors, for either the Convention or the Paper/Plastics & Allied Products Exposition.

The admission charge to all Convention meetings and the Exposition for nonmember paper merchants and manufacturers' representatives is $55.00 per person. Individual admission badges may be purchased at the Nonmember Registration Desk on the second floor of the Sheraton Boston Hotel.

There is a registration fee for non-exhibiting manufacturers, converters and suppliers. Those companies that have not pre-registered may do so at the Manufacturers' Registration Desk in the registration area of the Sheraton. The fee is $350 per company. Five percent of the hotel room charge at official Convention hotels is being applied to offset association convention expenses.

NPTA Information Center

The NPTA's many member services and products will be featured at the 1986 Information Center located on the floor of the Show in the Constitution Room. Available will be membership applications as well as informational brochures on education and training programs, publication catalogs, statistical information programs along with a host of other services designed to aid merchants in sharpening their competitive edge as well as lowering their cost of operation.

Exposition Management

The Paper/Plastics & Allied Products Exposition Office is located in the registration area on the second floor of the Sheraton Boston Hotel.

Photography

The official photographer may be used by exhibitors. Photography service may be arranged by contacting the Exposition Management.

Special Events Desk

Tickets for all NPTA Special Events are available in the NPTA Registration Area. (Spouses Program, Young Executives Forum and the Chairman's Luncheon.)

Message Center

A message center with a receptionist and a large message display board will be located in the NPTA Registration Area.

Suite Information Center

The following organizations are all interested in obtaining suite information for redistribution during the Convention. They are: NPTA Information Center, Paper Age Convention Daily, Paper Sales Convention News, American Paper Convention Daily.

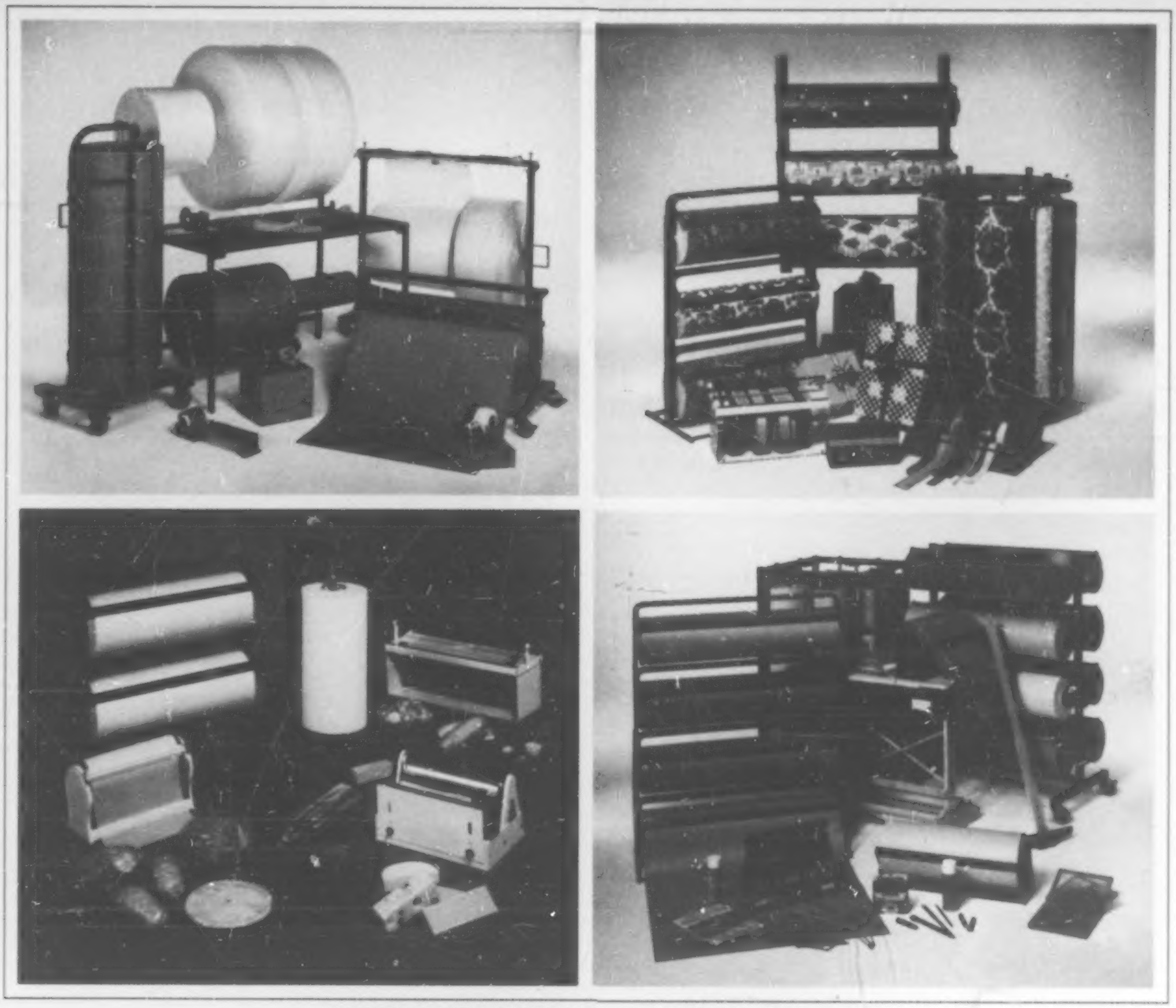
NPTA will distribute comprehensive lists daily of all official suite locations at the NPTA Information Center.

All companies occupying suites at official Convention hotels should contact the above publications after checking in to have their suite locations listed during the Convention.

For Your Dining Convenience

A Restaurant Reservation Desk is located in the NPTA Registration Area, second floor of the Sheraton Boston. They will be happy to make reservations and offer suggestions on the wide variety of excellent restaurants in Boston.

The reservation service will be available from 8:00 a.m. to 5:00 p.m. on Saturday, from 9:00 a.m. to 4:00 p.m. on Sunday and from 8:00 a.m. to 12:00 Noon on Monday.



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Somewhere near you there's a Bulman dispenser being used today. That's because we have made more roll dispensers in a wider variety, for more years, than any other manufacturer. And Bulman dispenser designs are being added or improved upon continuously.

Our dispensers are truly for everyone wherever gift wrapping, packing and shipping, industrial wrapping, food handling or school art activities are performed.

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Choose a high quality Bulman dispenser from more than 100 models and sizes. Dispensers, everyone?

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Hotels

The Copley Plaza Hotel	617-267-5300
Boston Marriott Hotel, Copley Place	617-236-5800
Sheraton Boston Hotel & Towers	617-236-2000
Westin Hotel, Copley Place	617-262-9600
Back Bay Hilton Hotel	617-236-1100
Four Seasons Hotel	617-338-4400
The Lenox Hotel	617-536-5300
The Colonnade Hotel	617-424-7000
Copley Square Hotel	617-536-9000

Sheraton Boston Hotel

	Floor
Constitution Foyer	2
Constitution Room	2
Republic A & B	2
Grand Ballroom	2
Independence Room	2
Exhibit Hall	Lower Level
Clarendon Room	3
Fairfax Room	3
Commonwealth Room	3
Exeter Room	3
Hampton Room	3
Gardner Room	3
Dalton Room	3
Berkeley Room	3
Conference Room	3

Westin Hotel Copley Place

America South	3

Hotel Services	**Extension**
Sheraton Boston Hotel & Towers	
Mail & Information	32
Concierge	39
Package Room	4264
Dinner Reservation	4153
Boston Marriott Copley Place	
Guest Service Deck	51
Information	0
Baggage Service	2
Banquet & Catering	6775
The Westin Hotel Copley Place	
Mail & Information	7075
Concierge	7672
Room Service	2
Banquet Houseman	7974

FOR YOUR DINING PLEASURE

The following dining rooms in the Sheraton Boston, Marriott Copley Place and the Westin Hotel Copley Place will be open during the Convention.

Sheraton Boston Hotel

1st Floor

MASS BAY LOUNGE

Sun.-Sat.	11:00 a.m.-2:00 a.m.	Cocktails
Sun.-Sat.	11:00 a.m.—11:00 p.m.	Raw Bar

KON TIKI

Mon.-Sat.	5:00 p.m.-11:30 p.m.	Dinner
Mon.-Sat.	5:00 p.m.-1:30 a.m.	Lounge

(Closed Sundays)

TURNING POINT

Daily	11:00 a.m.-11:00 p.m.	Lounge
Mon.-Fri.	4:00 p.m.-7:00 p.m.	Free Hors d'ouevres
Sun.-Sat.	5:00 p.m.-11:00 p.m.	Live Entertainment

2nd Floor Plaza Lobby

EDIBLE EXPRESS

Sun.-Sat.	5:30 a.m.-8:00 p.m.	Take Away Food

BOYLSTON PARK CAFE

Sun.-Sat.	6:30 a.m.-11:00 a.m.	Breakfast
	11:30 a.m.-2:30 p.m.	Luncheon
	2:30 p.m.-5:30 p.m.	Light Luncheon
	5:30 p.m.-10:30 p.m.	Dinner
	11:00 a.m.-11:00 p.m.	Cocktails

DOUBLES

Tues.-Sat.	5:00 p.m.-2:00 a.m.	Lounge
Tues.-Sat.	8:00 p.m.-1:00 a.m.	Live Music/Dancing

5th Floor

POOLSIDE SNACK BAR

Mon.-Sun.	10:00 a.m.-6:00 p.m.	Light Menu

29th Floor Towers' Guests Only

TOWERS LOUNGE (*PRIVATE*)

Daily	6:30 a.m.-10:30 a.m.	Continental Breakfast
	11:00 a.m.-10:30 p.m.	Cocktails

ROOM SERVICE

Daily	7:00 a.m.-10:30 a.m.	Breakfast
	7:00 a.m.-10:00 a.m.	Door Knob Orders
	11:30 a.m.-10:30 p.m.	All Day Dining
	10:30 p.m.-7:00 a.m.	Late Night Dining

Marriott Copley Place

2nd Floor

GOURMELI'S

Mon.-Sat.	6:30 a.m.-9:30 a.m.	Breakfast
Mon.-Sat.	11:30 a.m.-2:30 p.m.	Luncheon
Daily	4:00 p.m.-2:00 a.m.	Evening Menu

THE TERRACE BAR

Mon.-Sat.	12 Noon-8:00 p.m.
Sun.	11:00 a.m.-5:00 p.m.

SINGLETON's

Daily	6:30 a.m.-2:00 p.m.	Breakfast and Lunch

THE CONSERVATORY

Mon.-Fri.	3:30 p.m.-2:00 a.m.	Cocktails
Sat.	7:30 p.m.-1:00 a.m.	Cocktails

(Closed on Sunday)

ROOM SERVICE

Daily	5:30 a.m.-1:30 a.m.

The Westin Hotel Copley Place

Located on First Level

THE BRASSERIE

Daily	6:30 a.m.-11:00 p.m.	Breakfast
Daily	11:00 a.m.-11:00 p.m.	Lunch and Dinner
Daily	11:00 a.m.-11:00 p.m.	Cocktail Service

ROOM SERVICE

Daily	24 hours

THE NATIONAL PAPER TRADE ASSOCIATION . . .

The Voice of the Paper, Plastics & Allied Products Industry

The National Paper Trade Association is a non-profit wholesale trade association. Since its founding in 1903 it has served as the industry's national representative in member training, educational assistance, legislative representation and other member services. Through the years, the NPTA has become the established voice of the paper, plastics and allied products, industry serving its 1800 members in the United States, Canada and more than 30 other countries as the vital communications link and communications source.

The Association's membership represents over 26 billion in annual sales.

The Association serves its membership by providing an Annual Convention & Exposition, numerous publications including the monthly *MN (Management News)* magazine, industry financial report such as "PAR" (Performance Analysis Report) and *Paper Merchant Sales Report.* Numerous educational seminars and workshops tailored to the needs of member merchants, industry research reports, legislative representation and an extensive member benefits program are also provided. The Association is also a forum for the sharing of timely ideas and issues pertinent to the industry.

NPTA has gained its strength from its devoted membership. These companies participate in constructive dialogs, idea exchanges and help create a better industry for all.

MISSION STATEMENT of NPTA:

The National Paper Trade Association will continue to be viewed as a leading industry trade association by paper, plastic and allied products distributors and suppliers, and as the organization assisting the member companies toward more productive and profitable operations.

Future NPTA Convention and Paper, Plastics and Allied Products Exposition Dates

1986 - September 13-16, Sheraton-Boston, Marriott Copley Place, Boston
1987 - September 19-22, Westin Peachtree Plaza, Atlanta
1988 - September 17-20, Hyatt Regency Hotel, Chicago

Convention Program

Members, registered nonmember merchants and manufacturers' representatives, as well as exhibitors, manufacturers, and their spouses are invited to attend all meetings and workshops (except where noted).

The
PAPER
Performers

Saturday, September 13

Creating the Successful Environment

10:00 a.m.–12:30 p.m.

Republic A & B, Second Floor
Sheraton Boston

Chairman: Michael K. Olthoff, vice president, Nichols Paper & Supply Company, Muskegon, MI.

Featured Speaker: Michael Ibison, Consultant and Management Development Specialist

A Young Executives Forum Program: Open to All

The thrust of this two and one-half hour session, open to all Convention attendees will be to demonstrate how management becomes a major influence on employee performance. **Michael Ibison**, noted consultant and management development specialist will discuss the realities of motivation, workable steps toward creating a more motivated environment and personal recognition of management style. Given the need for more productive employees, he will discuss how that style can positively and negatively influence productivity and motivation.

Michael Ibison

Young Executives Luncheon

12:30 p.m.–1:30 p.m.

Fairfax, Third Floor
Sheraton Boston

This special luncheon for members of the Young Executives Forum (YEF) is an opportunity for up-and-coming managers to meet and share experiences. Tickets are required: $35.00 each.

YEF Workshop—The Young Executive's Role in Managing for Top Performance

YEF Members Only

1:30 p.m.–2:30 p.m.

Fairfax, Third Floor
Sheraton Boston

In this closed session, **Michael Ibison** will present a logical expansion of the morning's program. Ibison will discuss the real impact of reward systems, both formal and informal, how to determine whether managers are rewarding the right behaviors, effectively establishing performance expectations with employees and steps toward managing those expectations. This session is structured to be interactive, allowing for YEF member participation in the discussion.

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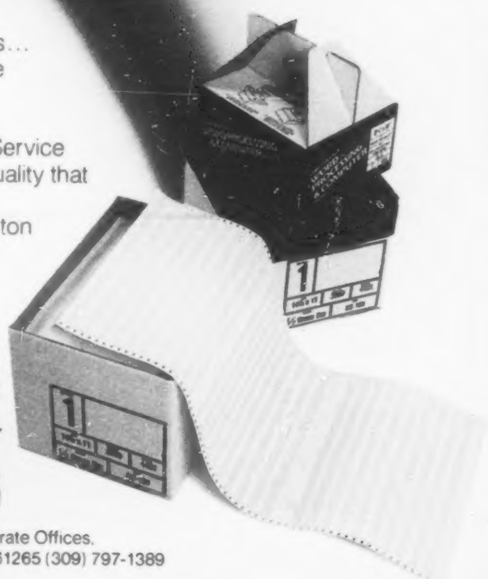

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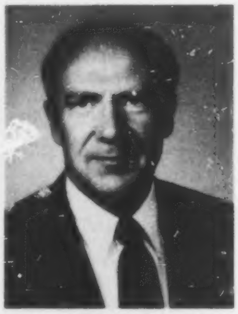

Thomas E. Costello

Warren Wilson

Retail Packaging: A New Frontier for Paper Merchants?

3:00 p.m.–4:30 p.m.

Republic A & B, Second Floor
Sheraton Boston

Chairman: Francis J. Houlihan, president, Fleetwood Paper Company, Franklin Park, IL

Featured Speakers: Thomas E. Costello, vice president, marketing, Dixon Paper Company.

Rick Norton, national sales manager, Berwick Industries, Inc.

Warren Wilson, Director of Purchasing, McRae's, Inc.

Bill Bradfield, president, St. Clair Pakwell.

According to the latest U.S. Census Bureau's Economic Census, American manufacturers of retail packaging are producing $5.4 billion worth of paper and plastic shopping, merchandise and grocery bags and sacks as well as gift wrap papers. Add to this what is being imported from overseas and the result is a terrific market!

Bill Bradfield

This year the NPTA Industrial Paper Division presents a session on the components of this business and how to get started in it.

Tom Costello, Vice President of Marketing for Dixon Paper Company, Denver, will speak to the distributor side of this business. **Bill Bradfield**, President, St. Clair Pakwell, Bellwood, IL will speak on the manufacturer/supplier issues, and **Warren Wilson**, Director of Purchasing for McRae's, Inc., a large independent chain of Department Stores, will discuss the buyer side. **Rick Norton**, of Berwick Industries will also be on hand.

The discussion will center on the pros and cons of selling this product line, what some of these products are, who they are marketed to and what preparation is needed to handle these lines. From the customer side, what they look for from the distributor, how they select the kind of packaging they buy, and what special services they require from their distributor are explored.

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Sunday, September 14

General Business Session

10:00 a.m.–11:30 a.m.

Grand Ballroom, Second Floor

Sheraton Boston

Chairman: Richard W. Abrams, president, West Coast Paper Co., Seattle, WA

Featured Speakers: Dr. Barry Asmus, Economist
Captain James Lovell, veteran astronaut

Always a most informative program, this year's General Business Session will include presentations by two very prominent speakers. **Dr. Barry Asmus** is a well-known authority on economics whose common sense approach has demystified the subject for audiences around the country. The response to his presentations has been nothing short of "sensational." Convention goers will not want to miss his special insights into our current economic issues.

Captain James Lovell is a veteran astronaut who piloted Gemini 7 and 12 missions, Apollo 8 (man's first voyage to the moon) and was commander of Apollo 13—America's ill-fated moon shot that was cut short by an oxygen tank explosion. He knows the dangers of space exploration first-hand and his experiences have captivated audiences throughout the world.

Captain James Lovell

Dr. Barry Asmus

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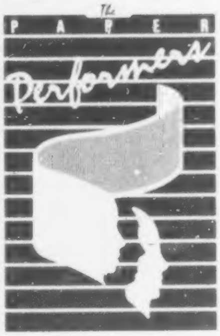

NPTA Annual Business Meeting

Members only

11:30 a.m.–12:00 Noon

Commonwealth, Third Floor
Sheraton Boston

Presiding: Richard W. Abrams, president, West Coast Paper Company, Seattle, WA; NPTA Chairman of the Board.

The Annual Business Meeting of the National Paper Trade Association is an opportunity for members to learn of the activities of the Association in the past year. It is also a time to help forge the direction the Association will take in the industry. New Board members and officers will be elected at this meeting.

Richard W. Abrams

Monday, September 15

Norman Wiener

Robert McAvoy

The World Report: A Global Look at Printing Paper

10:00 a.m.–12:00 Noon
America South, Third Floor
Westin Hotel

Featured Speakers: Jacob Handlesman, Director, International Research and Service of American Paper Institute
Norman Wiener, Walker-Wiener Associates
Jack Pais, Haseldonckx and secretary general of EUGROPA
Robert E. McAvoy, president of S.D. Warren

In the past three years, paper distribution has become a world market. International developments—both economic and political—have affected paper distributors in their own backyards. "The World Report" will give the paper merchant a better understanding of how activities on other parts of the globe are affecting his marketplace. Many experts say that if you are not aware of the world view of printing paper—you should be.

The major emphasis of this presentation by a noted international panel of experts will be: import/export forecasts, competitive advantages of a variety of countries and the changes taking place in Europe that will affect US markets. They will offer opinions about the long-term significance of this trend and its likely effects.

Jacob Handlesman

Jack Pais

The program, "The World Report: A Global Look at Printing Paper," will be a two-hour review of the world-wide affairs of the paper community that affect U.S. paper distributors. As NPTA's chairman of the Printing Paper Division Fred Stabbert put it, "This program is designed to be a 'weather report' on the changing climate of the paper industry."

In 1985, for example, the United States saw a 4.4% increase in paper imports which came on the heels of a strong 1984. Leading the way (excluding newsprint) were coated grades. The newly gained market position of imports in the American marketplace is likely to be maintained, reports Norman Wiener of Walker-Wiener Associates who specializes in the international paper scene.

Will American paper distribution ever be a "local" market again? Questions will be invited from the floor. This program is a presentation of the Printing Paper Division of NPTA.

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For further information and a demonstration, visit us during the N.P.T.A. convention at the Boston Marriott Copley Place on Sunday and Monday, September 14th and 15th.

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The Chairman's Luncheon

Alexander Haig on Luncheon Program

Howard Ris

1986 Stanley O. Styles Industry Excellence Award Winner

Stan Styles

The man for whom the award was named

The Paper Performers' Reception

12:00 Noon–12:30 p.m.

Republic & Foyer, Second Floor
Sheraton Boston

As a prelude to the Chairman's Luncheon, this cash bar reception is an opportunity for all at the Convention to meet and greet one another.

The Chairman's Luncheon

12:30 p.m.–2:30 p.m.

Grand Ballroom, Second Floor
Sheraton Boston

Chairman: Francis J. Houlihan, president, Fleetwood Paper, Franklin Park, IL

Featured Speaker: General Alexander M. Haig, Jr.

The highlight of the 1986 Convention and Exposition is the annual Chairman's Luncheon, the proceeds of which will go to support the Paper And Plastics Education Research (PAPER) Foundation. This gathering will feature two very important presentations. The first is the 1986 Stanley O. Styles Industry Excellence Award that will be given to **Howard Ris**, chairman emeritus of his paper company. The presentation of this Award has become a momentous occasion for paper distributors and suppliers alike. Its heritage is noteworthy having been received by **William Zellerbach** and **Albert Duval** in the past two years.

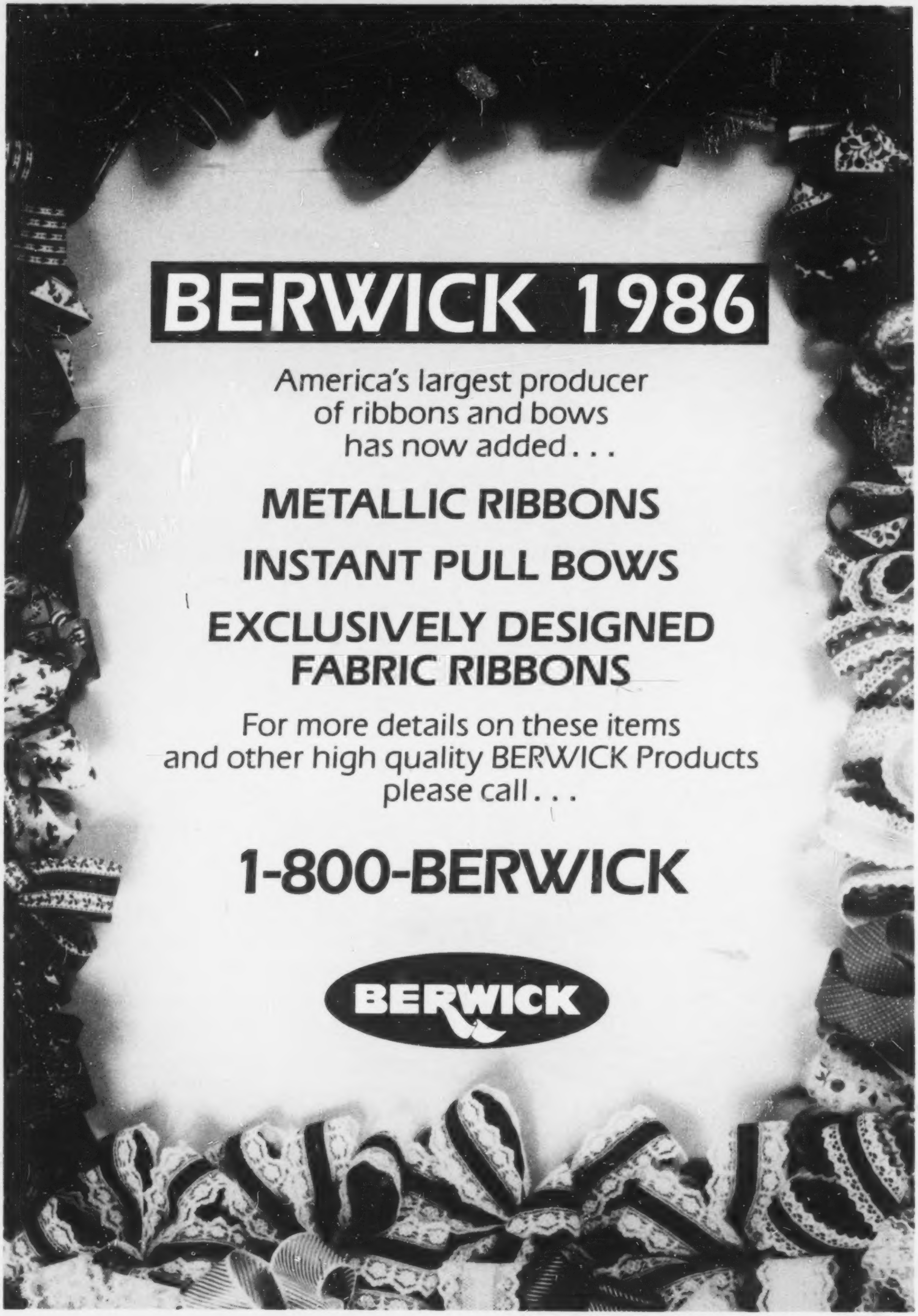
The second part of the event will be the presentation to be made by our nation's former Secretary of State General Alexander Haig. His presentation will involve the "Challenges for the Future: American Domestic and Foreign Policy. Luncheon participants will be treated to a rare, insightful analysis of current events by one of America's great statesmen. Plan now to be there as General Haig discusses America's role in world affairs and his own political aspirations.

The Chairman's Luncheon is a very special event and Convention registrants are encouraged to purchase tickets early. Luncheon tickets may not be available on-site. Tickets are $75.00 each. Proceeds from the luncheon will go to support the PAPER Foundation. Tables for 10 are $750.00.

General Alexander M. Haig, Jr. has been in the vortex of contemporary political, economic and military affairs and closely associated with matters related to the vital interests of the free world for the past twenty-five years. A charismatic leader not only known and respected throughout the Western Hemisphere, but in both Eastern and Western Europe, Asia, Africa and the Middle East, General Haig is known for his dynamics in public speaking. An activist, a mover and doer, one who accepts challenges and calls the shots as he sees them, he is the author of his latest initiative—a book entitled: *Caveat—Realism, Reagan and Foreign Policy,* a reflection on his term as Secretary of State.

As a speaker, he brings a wealth of background and views based on a variety of military service at home (in the Pentagon) and abroad (Japan, Korea, Europe and Vietnam); and Deputy Assistant to the President for National Security Affairs, as a personal emissary of the President to negotiate the Vietnam cease-fire, and the coordinator for preparations of President Nixon's historic visit to China. As the former White House Chief of Staff, his four-year tenure as the Supreme Allied Commander, Europe and more recently as Secretary of State, General Haig brings to any audience the realism associated with the main problems faced by the world politically economically, militarily and socially.

General Haig is the recipient of numerous military decorations, including the Distinguished Service Cross, and has received decorations from the governments of many other countries. He will speak to the paper distribution industry about his vast experiences in public life, east-west relations and his plans for his political future.



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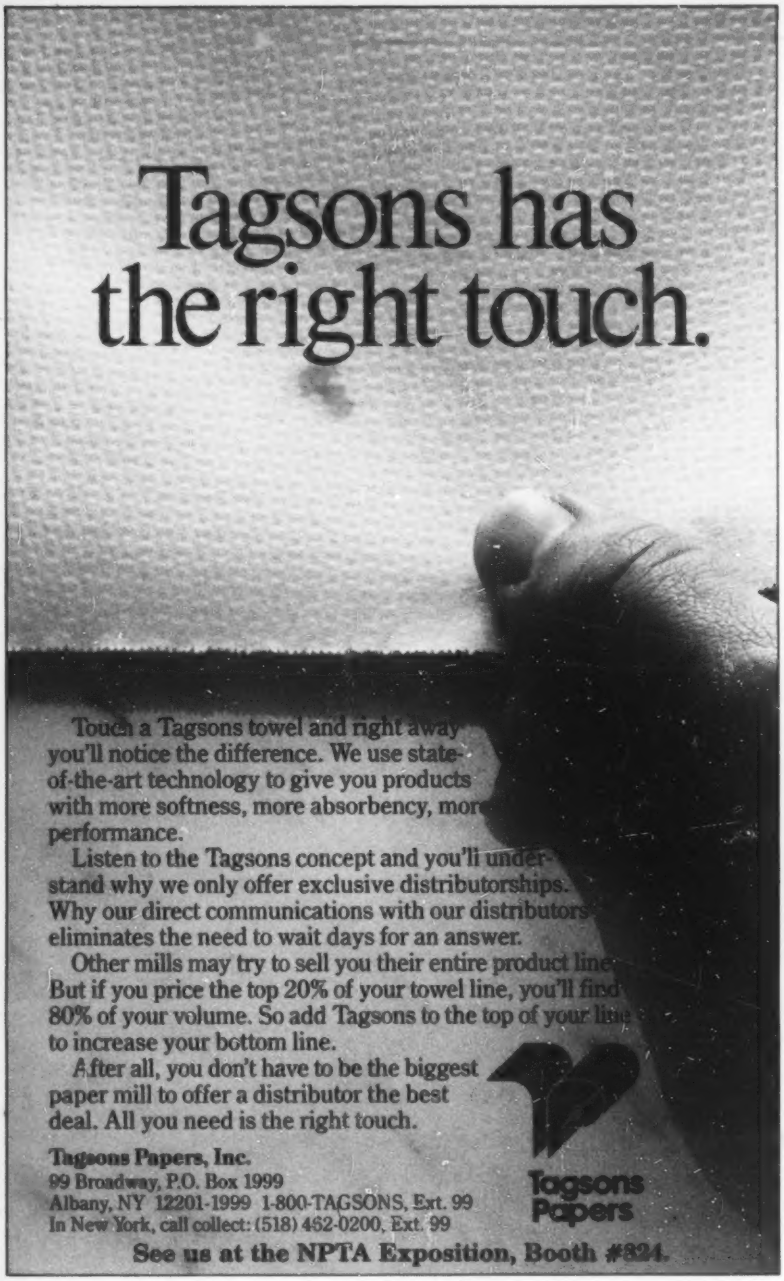

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See us at the NPTA Exposition, Booth #824.

Monday, September 15

continued

The Party Store Concept: A Discussion on Current Conditions and Developments

2:45 p.m.–4:30 p.m.

Republic B, Second Floor
Sheraton Boston

Chairman: James B. Brame, Jr., chairman of the board, Brame Specialty Co., Durham, NC

Featured Speakers: Jim Kent, chairman of Associated Paper and Supply Co.
Michael E. Williams, president Associated Paper and Supply, Inc.
Barry R. Perlis, assistant to the president, S. Freedman & Sons, Inc.

Jim Kent

Michael E. Williams

Barry R. Perlis

During the past five years, hundreds of retail paper distribution stores have been opened by paper merchants and these represent assortment of types: printing papers, office supplies, office equipment, and industrial supplies. No store concept has been more popular than the party store, with its wide range of products.

This area of distribution has its own set of opportunities and problems. **Jim Kent**, chairman of Associated Paper and Supply Co., Lithonia, GA, and president of Partyland Stores, a seven store chain in Georgia, will lead a panel discussion of the development in this segment of the retail paper business.

Michael Williams, president Associated Paper and Supply, Inc. and **Barry Perlis**, assistant to the president of S. Freedman & Sons will talk about their experiences in retail paper sales.

Tuesday, September 16

The
PAPER
Performers

The Customer Signs Your Pay Check

9:00 a.m.–11:00 a.m.

Independence, Second Floor
Sheraton Boston

Featured Speaker: Frank Cooper, consultant, author

Frank Cooper

Customer service is the name of the game for paper distributors. Frank Cooper, the presenter of this session, wants everyone to remember that "The Customer Signs Your Pay Check." He is a specialist in customer relations and successful selling techniques.

Good customer service is a demonstration of going that extra mile. Frank Cooper is a proponent of always doing just a little bit more than is expected. The result? Greater respect from customers and increased business. He will speak of many useful techniques to improve a company's customer service program.

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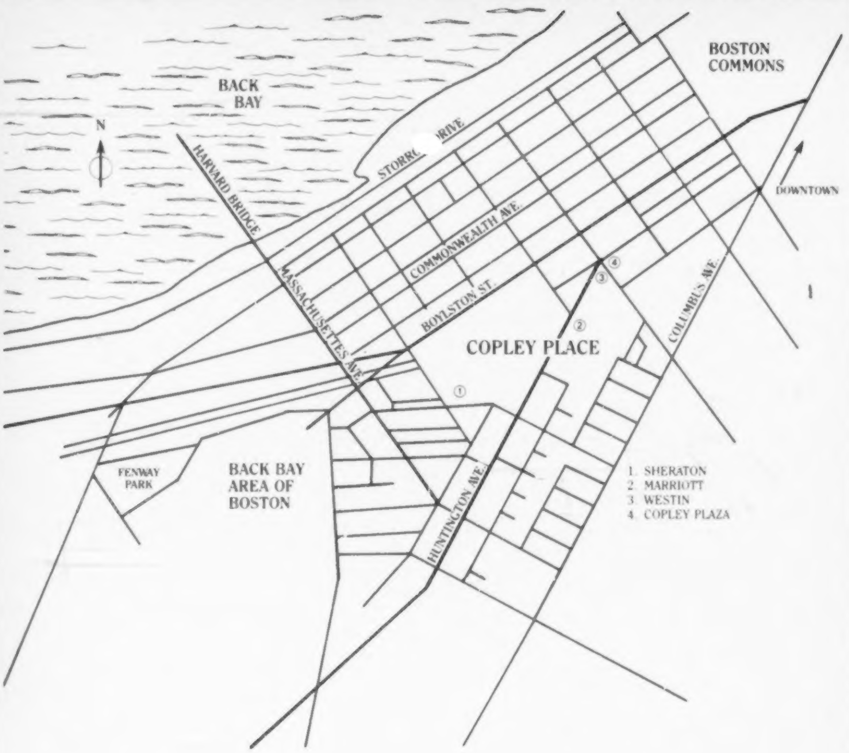
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②
③
④
FENWAY PARK
BACK BAY AREA OF BOSTON
HUNTINGTON AVE.
1. SHERATON
2. MARRIOTT
3. WESTIN
4. COPLEY PLAZA

Tuesday, September 16

continued

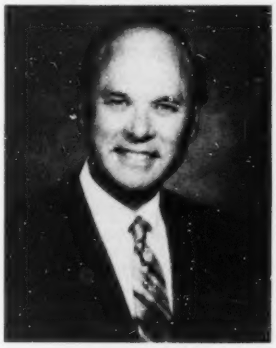
How to Keep the Company Pond Stocked with the Right People

9:00 a.m.–11:00 a.m.

Republic B, Second Floor
Sheraton Boston

Chairman: Walter Moore, president, Unijax, Inc., Jacksonville, FL

Featured Speaker: Jerry G. Kelley, president J. G. Kelley Associates



Jerry G. Kelley

The human resources component of the paper distribution industry continues to grow in importance. Having the right person to fill an unexpected opening, or to take advantage of a new opportunity does not happen by accident. It requires strategy, planning, and a little luck.

Jerry Kelley, president of his own human resources management company, was formerly director of human resources for Unijax, Inc. His 20 years of experience in personnel matters will make this an important program for all managers.

Come hear how your firm, big or small, can be well positioned to develop "The Paper Performers" of tomorrow.

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At Georgia-Pacific we honor our commitments

Three years ago we made a commitment to become a leader among fine paper producers. This commitment began with the installation of equipment like the high-speed Escher-Wyss machines now in operation at Crossett, Arkansas, and culminated with the building of one of the world's largest and most productive paper machines. This state-of-the-art Valmet machine has converted our Port Hudson, Louisiana, mill from a pulp to a pulp and fine paper mill, enabling Georgia-Pacific to vastly increase its paper-making capacity.

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Our new machine at Port Hudson is up and running, making *more* top quality paper than expected, and *sooner* than expected. Together with Crossett, Woodland and our other facilities, it gives us a capacity of over 900,000 tons of fine paper per year in a broad spectrum of weights and sizes, and makes us one of the driving forces in the industry.

Our new commitment

Becoming the best in the printing paper business requires more than a commitment to the product. It also means making sure that your customers know about Georgia-Pacific paper. That's why we are supporting you with promotional pieces and a strong advertising campaign. Because our commitment to becoming the best is really a commitment to you.

For the first exciting example of this new commitment, turn the page.

Georgia-Pacific

Printing Paper Division

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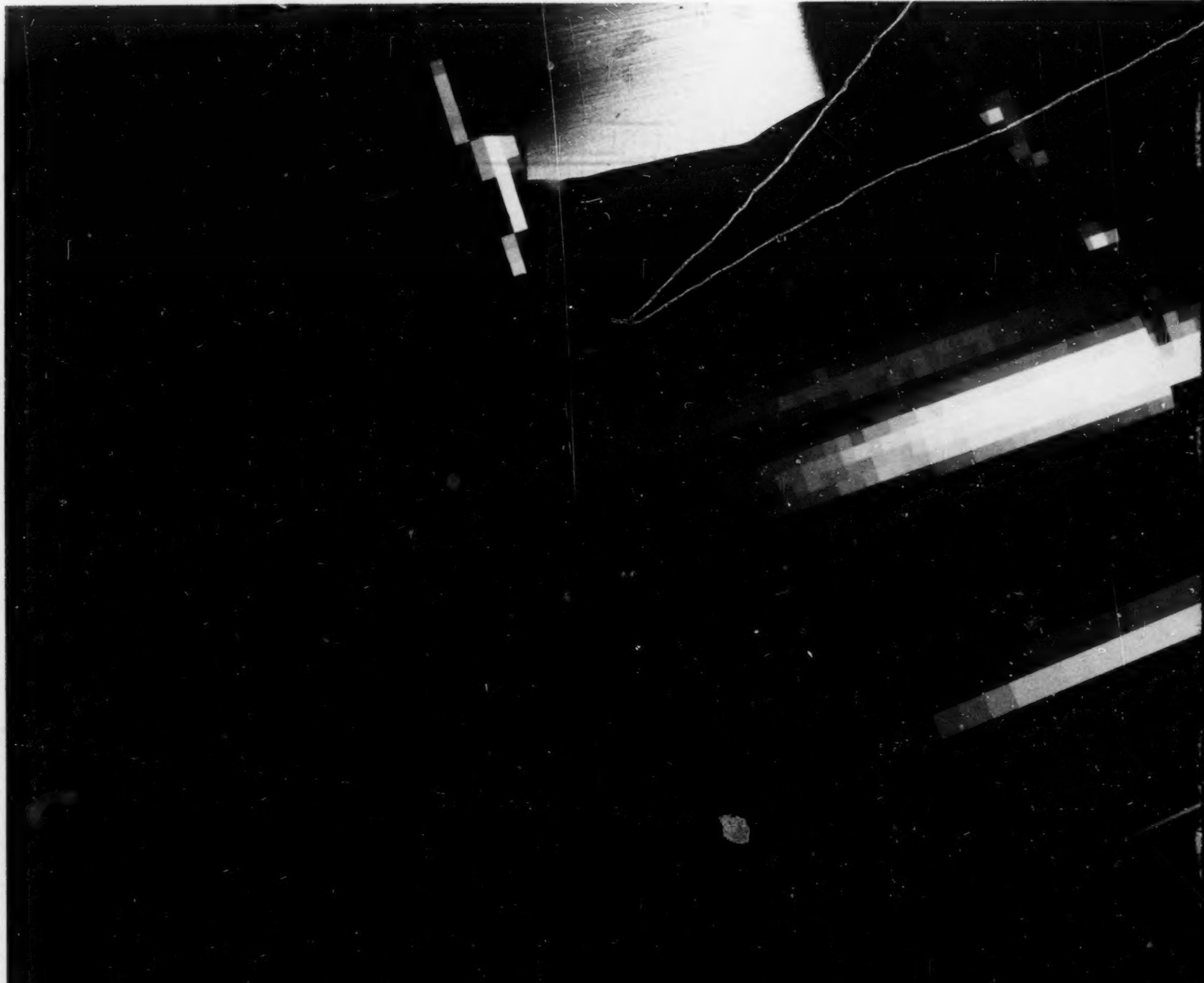

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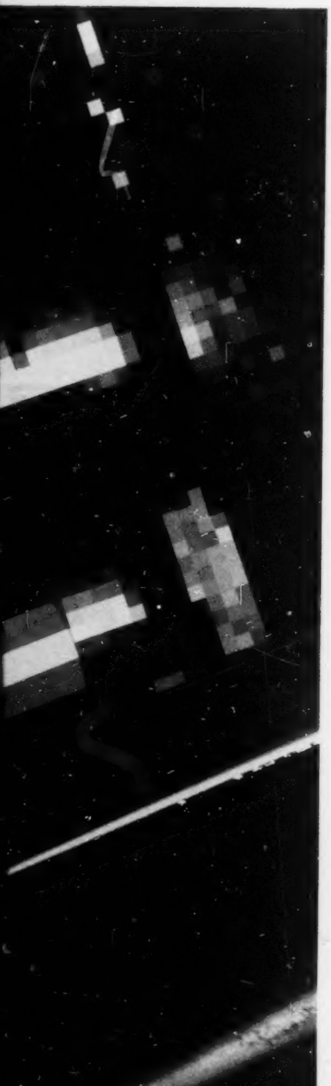

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Printing Paper Division

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Spouses Will Experience Boston Old & New

A limited number of spouses program tickets will be available on-site. Check at the Special Events desk in the convention registration area.

The
PAPER
Performers

FRIDAY, SEPTEMBER 12

12:30 p.m.–4:15 p.m.

INTRODUCTION TO BOSTON TOUR AND LUNCH AT THE WINERY: If it is your first trip to Boston or if you have never taken the time to really see the sights, this tour is the right one for you. From old Boston's Beacon Hill and the North End to the Prudential Center and New Boston, this introductory whirl will give you a better understanding of Boston's place in America—past, present and future.

Sites along the Freedom Trail, the world-famous walking tour created for the Bicentennial, will give all a glimpse of the city's old world charm. One stop on the trail, Old North Church, is where Paul Revere received his message. A short review of the historic events leading to the American Revolution will be heard in the church by Convention Spouses; then, on to other points of interest such as "Old Ironsides," Faneuil Hall and Quincy Market.

Along the route, a stop for lunch at the Winery will fit the mood of the day perfectly. This famous restaurant is located in the Pilot House on Boston's waterfront at Lewis Wharf. It specializes in fresh seafood and steaks in a setting reminiscent of Old Boston: outdoor gardens and the retired Lightship "The Nantucket" are in view. Convention Spouses will be surprised by this charming North End restaurant on the Freedom Trail.

All in all, this outstanding tour of Boston should not be missed. (It will be repeated on Saturday without lunch.) *Tickets are required: $37.00 per person.*

SATURDAY, SEPTEMBER 13

CHOOSE ONE

- **Introduction to Boston Tour (repeated)—without lunch**
  1:00 p.m.–4:00 p.m.
- **John F. Kennedy Library Tour**
  12:30 p.m.–4:00 p.m.

The John F. Kennedy Library exhibit is not a conventional museum. The exhibit begins with a 25 minute film on JFK to remind visitors—those who knew him and those who are too young to remember—what he looked like and how he sounded. The experience continues with a chronology of exhibits which explore specific themes in the life of John F. Kennedy and members of his family.

All the exhibits are designed to be educational. Some portray the personal side of JFK, others illustrate his public career and convey a sense of the political and governmental process in this country. One of the more interesting exhibits traces JFK's heritage in Ireland and Boston, then describes his youth, education and experiences in World War II.

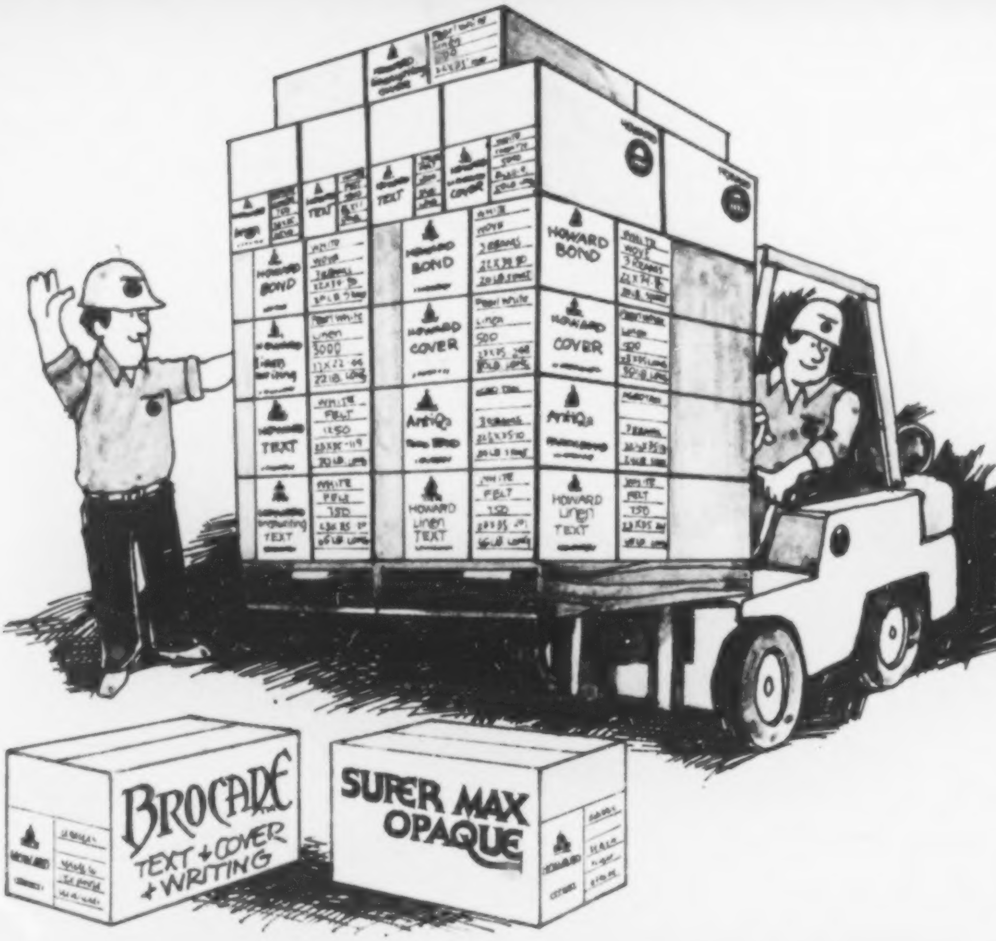
Occupying approximately 18,000 square feet, the exhibit contains more than 500 photographs—many unpublished and collected from personal albums. There are over 1000 objects and graphics documenting the exhibit themes.

Lunch will not be served on this tour. *Tickets are required: $18.00 per person for either tour.*

SUNDAY, SEPTEMBER 14

12:00 Noon–4:00 p.m.

BOSTON'S SOUTH END HOMES TOUR AND LUNCH: Boston men returning from the Civil War found in the South End an area of new beauty and exciting activity. In America's residential plan, graceful rows of red brick, bow front town houses were being built on land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newly reclaimed from the murky waters of the old Back Bay. Streets were often arranged to overlook tree shaded parks, reminiscent of London's squares.

Private homes in this section of the city will be opened especially for you. These 1860 Victorian town houses have been restored to charming efficient living for the 1980s. Guests will see the dramatic treatment of skylight windows, marble fireplaces, carved woodwork and moldings of unusual design. Stained glass windows and an open space feeling, without destroying elegance, reflects itself in so many of these homes. The gardens, from rooftop ones to the red brick patterned formal ones in the rear, show an ingenious use of space in the city. It is a true Renaissance in this part of Boston.

Luncheon is planned for a quaint restaurant in the historic South End that will be most fitting to this wonderful experience. *Tickets are required: $40.00 per person.*

MONDAY, SEPTEMBER 15

9:15 a.m.–11:45 a.m.

MASTERING THE PUBLIC SPOTLIGHT: From 9:15 a.m.–9:45 a.m. an elegant Continental Breakfast will be served. Then for the next two hours, Arnold Zenker, communications specialist and consultant on public image, will present "Mastering the Public Spotlight."

Public and private figures alike must appear in the public spotlight from time-to-time. Whether it is speaking to a group or conducting a business meeting, the person in the spotlight paints a picture of himself for his audience.

Arnold Zenker has worked with corporate executives and industry leaders to enhance their image when in the public eye. He will give Convention Spouses a behind-the-scenes understanding of how the images of powerful people are made and how they can be destroyed. If you have ever wondered about how famous people are coached to handle the pressure of public life and still look at ease, "Mastering the Public Spotlight" will give you the answers. Questions will be entertained by Mr. Zenker as time permits.

Note: Over the years, Convention Spouses have asked that NPTA provide programming that would be in addition to the regular tours. This special program on communications is the result. *Tickets are required: $20.00 per person.*

CHAIRMAN'S CORNER

Welcome and Thanks!

This is our second Annual Convention issue of NPTA *Management News*, the Official Convention Guide. Significant planning and preparation have been dedicated to the Convention and Exposition and to this issue of *Management News*. Please use it as a helpful guide and informational tool.

To those of you already in Boston, welcome! To those of you about to depart for Boston, have a good trip, we look forward to seeing you. To those of you staying at home, possibly this is the time to make plans for Atlanta in 1987, September 19–22.

Most of my columns this year have focused upon the importance of people; upon how we work together, how we train and educate, how we appreciate. This mission and focus of NPTA is upon people and how we can support and help our membership progress. Information flow—our magazine, the monthly sales report, the Quarterly Business Conditions Report, the annual PAR Report—are tools to help us all be better prepared with information. Education and training—the various seminars, Printech Week, our management development course, the Young Executive's Conference, our Convention sessions—tools to help stimulate our learning and further our knowledge. And, thanks to so many of you who have pledged and made contributions, we can announce that our dream of an Endowed Research Chair is a reality of the PAPER Foundation. Our generation and future generations of paper merchants will reap the benefits of industry specific studies at the University of North Florida.

At this time many words of thanks are in order. My thanks to our volunteer leaders who so ably plan and direct our various efforts, willingly giving of their time, talent and energy. My thanks to John Buckley our president and to our professional staff who are always there to make things happen with minds focused upon what will benefit us as members. My thanks to all the employees of the West Coast Paper Companies whose dedication and hard work have made it possible for me to give of my time for our Association. My thanks to my family for being so supportive and understanding and to my mother and dad for giving me paper fever and a love for people. And most of all, many thanks to all of you for giving me the opportunity to serve as your chairman. I have given so little and gained so much.

Looking ahead, I will be leaving Boston knowing our Association is in excellent hands. Fran Houlihan is an outstanding person, a great leader. My congratulations Fran, lead us on!

R W Abrams

Richard W. Abrams
NPTA Chairman

NPTA Official Registration Hours

In the Sheraton Boston Hotel

Saturday, September 13: 8:00 a.m.–5:00 p.m.
Sunday, September 14: 9:00 a.m.–4:00 p.m.
Monday, September 15: 8:00 a.m.–12:00 Noon

1946-1986

40

40 YEARS OF LEADERSHIP

THANKS FOR THE BEST 40 YEARS OF OUR LIFE.

August, 1986 marks Thacker Container Company's 40th year as the leading manufacturer of stock corrugated and paper packaging products. We would like to thank you, our distributors, for making it all possible.

Your continued support for the past 40 years has been the key element in our success. We'd like to think that our sincere commitment to quality and service has helped pave the way for that success, too.

Thacker Container Company has a strong commitment to your future. A commitment that includes sales training and a continually expanding line of new products and product support literature.

Part of our dedication to providing total support to our distributors, and perhaps most important to you, is that we will never compete with you for business.

After all, if it weren't for you, we wouldn't have a 40th anniversary to celebrate!

"Thanks again for 40 great years!"

Barney Thacker

Barney Thacker

R. J.

Bob Thacker

Tom T

Tom Thacker

THACKER

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Boston Paper Trade Celebrates

The Civil War was fresh in the American consciousness when in 1886, a group of paper industry leaders met. The Indian Wars out west were making headlines in Boston as those men sat together and drew up a statement of purpose for a new organization: "The object of this Association shall be to hold meetings which shall bring together the manufacturers and merchants of the paper industry in and around Boston, so that they may discuss matters of interest to the trade."

The former governor of the State of Massachusetts, Alexander H. Rice, presided at that meeting and was elected as the first president of the fledgling Boston Paper Trade Association. From 30 charter members in 1886, one hundred years later, the number now exceeds 200.

A Time to Remember

Over the years, the paper industry has seen enormous growth. The Boston Paper Trade Association, representing the interests of that corner of the world, has kept its membership abreast of a changing industry.

The 100-year span has seen 66 presidents of the association. Its current chief, Frank Viegas, president of The Dowd Company of Woburn, MA, is past-chairman of the National Paper Trade Association—an organization itself that was begun in 1903. His work on behalf of both groups has been noteworthy. "I have appreciated the opportunity to serve my industry both locally and nationally," Viegas said. "I feel that it is important for all of us to give something back. The paper business has been good to me, and I know that over the past 100 years many, many people have benefited from their affiliation with the Boston Paper Trade Association," he said.

A Time to Celebrate

A 100-year anniversary certainly requires a very special event to mark its occasion. The first tribute to the Boston group is a visit from the National Paper Trade Association's National Convention in its honor.

Marie Osmond

According to the Boston Paper Trade Association's short book on its history presented at their dinner held in March, "...the members of the association have dined together, without casualties, 184 times." And they will dine together this September 15 for a very special occasion inviting the entire paper industry to join their celebration.

The highlight of the evening will be the show-stopping performance of the world famous Marie Osmond. Over the years she has become a star in her own right—on stage, screen, radio and television. It has been said of Marie Osmond: "She is a true communicator—an artist whose style and magic casts a spell upon her audience. She is truly a seasoned performer whose career began early only to transcend all showbusiness fad to bear the test of time."

Those wishing to have an evening to remember may purchase tickets at $100 each at the Special Events Desk in the convention registration area.

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NPTA CONVENTION
SEPT. 13–15
BOOTH # 808

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FREE LAMINATED BUSINESS CARD LUGGAGE TAGS AT BARRIER BOOTH

BUG BAR
BUG BAR

All NPTA Conference attendees are invited to stop by Barrier Industries, Inc.'s Booth #112 for a free laminated business card luggage tag. Barrier will display its full line of janitorial chemicals, including floor finishes, disinfectants, detergents and other products, all available both under private label and the Barrier label. It will also introduce two new items—BUG BAR™, an anti-insect coating, and thermal floor care products.

SOLO CUP MARKS 50 YEARS OF SERVICE

Along with NPTA, Solo Cup Company is celebrating its own 50th anniversary. For half a century Solo has been supplying the food and beverage industry with paper, plastic and foam disposables. Now, marking its happy occasion, the company describes four new containers and two new cups it is unveiling.

The Deli Gourmet is a tough plastic container that will stand up to all types of oily and acidic food without breaking down or soaking through. It comes in three sizes, 4–color custom and panel printing, and clear, snap-on lids.

Extra-Rigid Colored Plastic Plates and Bowls, made in vibrant blue, red and yellow, are a perfect match for Solo Plastic Cups.

For carry-out, eat-in or the microwave, Solo's 708 8–oz. hot/cold polylined paperboard food containers eliminate leaks and soak-throughs. They may be bought in Contours or Silhouette design with either a crystal-clear lid for cold use, or a white vented lid for carry-out hot foods.

The Challenge Line of Laminated Foam Dinnerware combines a tough, polylaminate cutting surface with a lower

BAY WEST ADDS NEW DISPENSERS

As part of its Total Washroom Group which includes towel, bathroom tissue, soap and toilet seat cover dispensers, the Bay West Paper Company has added a new line of Compatible™ Transfer Dispensers. The company states that each of the three dispensers in the line has a capacity of nearly 900 towels and every stub roll is fully utilized before a new one is engaged. Contact Mr. William Hare, Bay West Paper Company, 414–494–8731, for additional information.

COFFEE, ANYONE?

Everyone is going for coffee from 9 to 11 Saturday morning, September 13th, opening day of the NPTA Convention, with Nyman Mfg. Co., of East Providence, RI, as host. Coffee and tea will be served in Nyman hot drink cups imprinted with the 1986 NPTA logo and slogan, "The Paper Performers." Get your cup at either the Constitution Foyer adjacent to the registration area or at the entrance to the exhibition hall downstairs.

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at: (800) 445-4434.

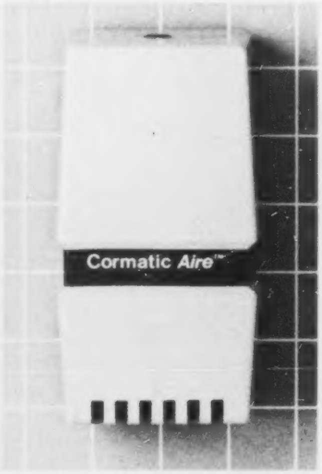
layer of molded foam for strength and insulation. The plates and bowls, in a wide range of sizes for greater portion control, are lightweight with the look and feel of quality. Most sizes have transparent, hi-dome lids for carry-outs or displays.

Solo C-Store Panel Cups carry up to four lines of advertising message, acting as a "silent salesman" to remind drink customers of the products and services for sale at the store location. Cold and Big drink cups are available in 7 sizes packed in special space-saving cases, and may be included in a free sales-building merchandising program.

N18 Plastic Vending Cups allow for greater stack flexibility, positive dispensing and, with its exclusive stacking lugs, eliminate compacting and stuck cups. A large imprint area is available for advertising.

G-P OFFERS NEW AIR FRESHENER

Greater efficiency in a smaller unit size air freshener is offered by Georgia-Pacific. The new Cormatic Aire® A2, with five gel cartridge fragrances, features increased airflow throughout its one-month life. It comes in an ABS plastic cabinet which employs a simple push-button latch for servicing convenience, and a single "D" cell battery runs the fan mechanism for 30 days. For additional information, call or write Cormatic Aire A2, Georgia-Pacific Corp., P.O. Box 514, Berlin, CT 06038, Attn. Karen Lulis.



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Jack Thomas
Ernie Sackett

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HAMMERMILL UPGRADES PAPER MACHINES

The Best Is Getting Bigger is the name of a brochure released by the Hammermill Papers Group. It describes a $450 million expansion program which includes a new Riverdale paper mill in Alabama and the modernization of its other papermaking facilities in Erie and Lock Haven, PA.

According to the brochure, the 2,900-acre Riverdale project will begin in late 1986 to operate a new #15 paper machine that will increase output in order to shorten delivery dates and improve service. At Erie and Lock Haven, four machines have been rebuilt, also adding computer controls to embossing, sheeting, packaging and wood handling equipment, with more improvements reportedly on the way. A free brochure may be obtained by writing the Hammermill Papers Group, P.O. Box 10050, Erie, PA 16533; or call 814-456-8811.

NPTA Convention News 1986

IP HAS NEW SPRINGHILL SAMPLER

A colorful new swatchbook holds International Paper Company's complete sample collection of Springhill™ White Wove and Vellum Envelope, Springhill Wove Colors and Gatorhide™ Kraft envelope papers. The samples include 20– and 24–pound basis weights of colors plus White Vellum, while White Wove is also offered in a 28–pound basis weight. Gatorhide Kraft envelopes are available in four weights and four colors. Contact International Paper Company at 77 West 45th Street, Room 41–56, New York, NY 10036, for further information.

NASHUA HOSTS MERCHANTS AT HOSPITALITY SUITE

The president of Nashua Corporation, John G. Barnes, will host a hospitality suite for merchants at the Marriott Copley Place Hotel during the 1986 NPTA Convention. Other company officers joining him from the Graphic Products division will be Donald Hunter, general manager; J. Michael Barry, marketing manager; Robert Ambrose, national sales manager; Roger Dubinski, regional manager; and Geoffrey Ide, regional manager. Nashua Tape's personnel attending this year are Donald Brown, general manager; Stephen Mahlum, director of marketing; William J. Franklin, national sales manager; and Robert Arnott, regional manager.

CARROLL'S CELLOSOLVE HAS FRESH SCENT

The clean, fresh citrus odor of Door Knocker makes it an excellent cleaner for a variety of chores in industrial, institutional and commercial establishments, says Steve Johnson, sales and marketing vice president of the Carroll Company. It does not contain butyl "Cellosolve." Its uses include removing grease from stoves, fans and other appliances, general cleaning and maintenance of floors, walls and woodwork, lathes and milling machines, sidewall tires and vinyl upholstery, and much more. Sudsing Creme Cleanser is another new Carroll product. It is mildly alkaline, contains "liquid pumice" and a mild detergent and also has a citrus odor. It will not scratch porcelain, is safe on acrylic, fiberglass and metal fixtures and may be used in kitchens, lavatories, tubs and showers, the company reports.

Door
Knocker
HEAVY DUTY
CLEANER DEGREASER
CARROLL

ESPRIT PORTFOLIO AVAILABLE FROM STRATHMORE

"We are not touting Esprit as appropriate for any and all reproduction opportunities," says marketing manager David E. Rousse of Strathmore Paper Company, "but there are instances where an uncoated paper is capable of enhancing and enriching a fine photograph in ways a coated paper cannot." A portfolio for Esprit, Strathmore's latest text and cover paper, has six images by well-known photographers to show the use of opaque inks on a deep, colored text paper.

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RIS SCHOLARSHIP WINNERS

Winners of Ris Paper Company's fifth annual Scholarship Awards include two women, Lisa A. Phelps and Lauren D. Sachs, both sophomores at the printing school of the Rochester Institute of Technology. The scholarships are for $3,000 each for attendance at RIT. They are "awarded on the basis of scholastic achievement, financial need, and an essay ... to encourage young people to enter the graphic arts industry," said Ron Peterson, president of the Ris President's Club. Officials at the Institute selected the winners who were feted at a luncheon attended by Ris president Benjamin Krieger.

SHOW HIGHLIGHTS FROM KIMBERLY-CLARK

At the 1986 NPTA Show, Kimberly-Clark will feature the following: New customer service programs to make unloading quicker and easier for distributors. These include newly shortened product order cycle and palletization and slip/sheeting service. "The Partnership Program" and "Training Exchange" are training programs to help distributors and their sales reps learn new selling techniques. The company will offer news on the disposable coverall market, such as Kleenguard® Coveralls, the Pop-Up® Box, and Kimtowels® Wipers.

HOLIDAY DESIGNS FROM ERVING

Erving's festive Holiday designs bring the beauty and splendor of the season inside to decorate the holiday table in style. Choose from a merry assortment of scenes, patterns and solids for intimate and formal celebrations. Trim any table with quality Erving napkins and placemats, tastefully decorated with charming wintery scenes and bright holiday hues that will add to the magic of any holiday gathering. To get a closer look at these holiday designs, you can see them at Erving's Booth No. 412.

RUN WITH THE FOX.

Now Fox River's famed runability is available
in more ways than ever before.
New colors and weights for Circa '83, Circa Select and Fabrica.
Special finishes for laser printers.
Customark, private watermarks and much more.
Make a lasting impression.
Run with the Fox.

Fox River Papers include the following prestigious brand names:
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Visit our Suite at the Marriott Copley Place Hotel
Hosted by Harold Ellsworth, Oakie Sallee, Pattie Wiet,
Gene Shannon, Dan Reach and Lori Ellsworth.

FOX RIVER
PAPER COMPANY

Quality You Can Read Between The Lines.

RICHMOND OPAQUE FEATURED IN FOLDER

A new folder, featuring Richmond Opaque, was published by the James River Corporation/Curtis Division. A number of graphic and printing techniques are used, including halftones, mezzotints, line art, solids and reverse printing, for catalogs, newsletters, magazines, and more. Richmond Opaque comes in smooth and vellum finishes, and the folder has a reference chart for weights, sheet sizes and package quantities available for each.

WEBSTER'S NEW CONVENIENCE PACKS

Because conventional bulk bag can liners are often too large for small operators, Webster's new convenience packs offer smaller proportions. They are made to give lower case counts with lower cost, smaller cubes to fit maid/janitorial carts, smaller counts to enable monitoring of usage as well as frequent turns. The new convenience packs will be exhibited at the NPTA show at Booth Nos. 510, 512 and 514.

NPTA Convention News 1986

PENN TEXT: NOW AVAILABLE IN SHEETS PLUS 5 STANDARD COLORS

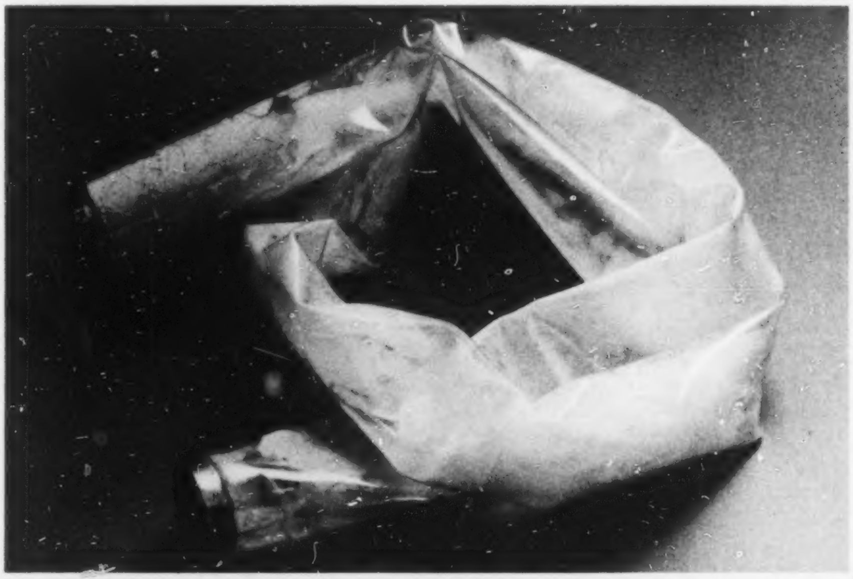
Penntech Papers, Inc., has initiated a Sheet Stocking Program for its Laid Antique Text Paper line. Now, for ordering convenience and immediate shipment, Penn Text is available in five standard colors (white, ivory, blue-gray, sand and brite-white), and will be inventoried in sheet sizes 23 × 35 and 25 × 38. Uses for Penn Text include computer letterhead, letterhead/envelopes, announcements, and more. As little as one roll in any of the five standard colors may be ordered for prompt shipment from mill inventory. This new program joins both the Penn Text Roll Stocking and Made-To-Order programs already offered by Penntech. For additional information, call or write: 800–431–1036, or 3 Barker Avenue, White Plains, NY 10601; 914–997–1600.

L & C P HOSTS MERCHANTS AT WESTIN SUITE

Key management personnel from L & C P Corporation will attend the NPTA Convention. They will be available to discuss the company's product lines such as protective masking, cold seal packaging, flexible and cushioning materials and gummed products. Everyone will also be welcome at L & C P's hospitality suite in the Westin Hotel, Copley Place.

SUPREME'S LIGHTBULBS WILL NOT SHATTER

Fluorescent lamps in Supreme Lighting's new Super Toughcoat line are specially designed to prevent shattering. They are covered from cap end to cap end with a tough, protective, clear plastic coating that keeps harmful debris inside the coating should the lamp break. In addition, the coating is porous and allows heat to dissipate faster than a safety sleeve, thus increasing lamp life by preventing premature lamp burnout. The lamps are USDA approved for use in food preparation processes and federally inspected meat and poultry plants. The new line will be on display at Booth #924 during the NPTA Exposition.



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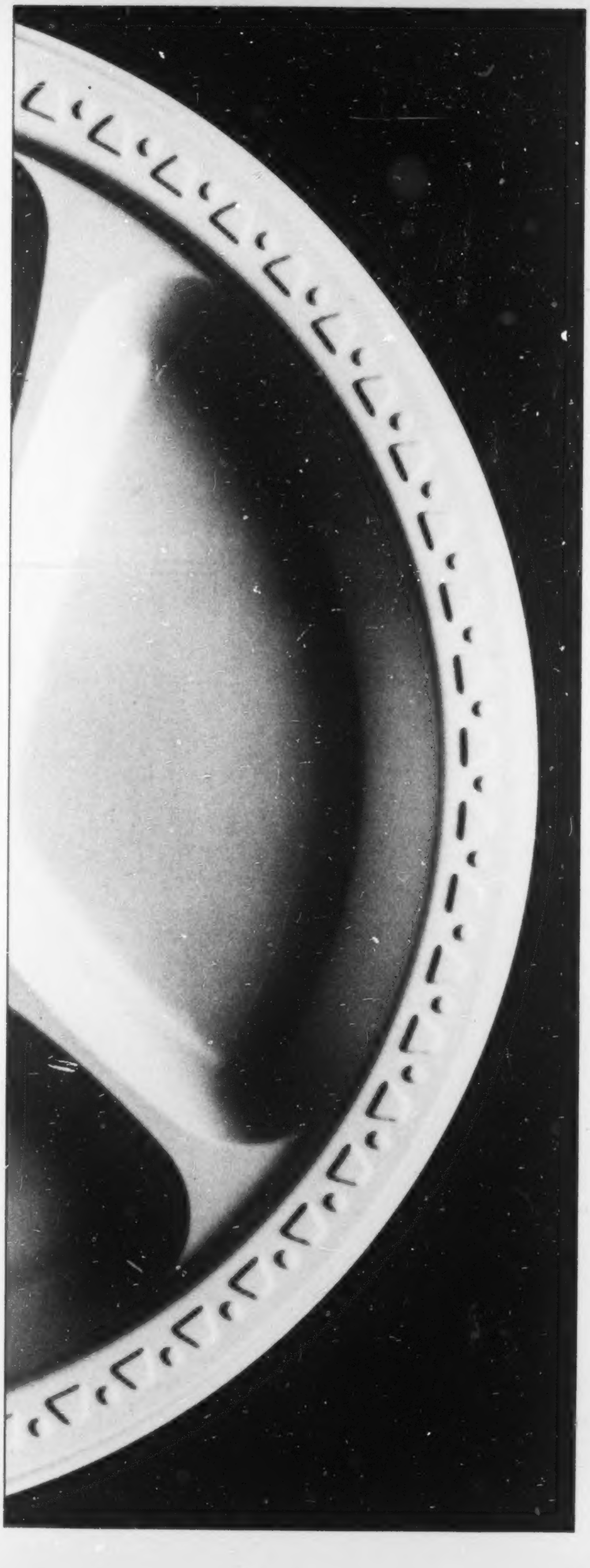
SNEAK PREVIEW

What you see to your right is just a taste of the innovative, profit-minded ideas in single-use food service products you'll find at Booth 1007/1008. The Nyman booth.

We promise you the whole picture will definitely be worth viewing. As a matter of fact, you could call it your picture of profitability.

Nyman®
Booth 1007/1008



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Artco has an all new announcement program for your paper distribution center or your cash-n-carry stores. Visit our **Booth 1016-1017** at the **National Paper Trade Association Exposition** in The Sheraton Boston Hotel on September 13, 14, 15.

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Dept. 581

One Stationery Place
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1-800-223-1690

Convention News

TWO NEW PRODUCTS FROM ARTCO CONVERTERS

A sample album for Artco announcements and a boxing program have been introduced by Artco Converters. The Custom Sample Program is tailored to promote any group of Artco announcements carried by any merchant. Furthermore, it is developed on a cost-shared basis, enabling the merchant to maintain his own business identity. These album samples will be on display at Artco's Booth #1016 at the NPTA Exposition.

A new boxing program is expected to virtually eliminate shipping damage and pilferage. It is designed to provide sturdy packages for use before and after printing of items, better security, more visual appeal and handsome labels.

3M UNVEILS NEW BOW

The Bow Magic™ Classic, a larger pull bow in 11 classic colors, is 3M's newest addition. It measures 6 3/4″ in diameter with a 1 1/2″ ribbon in the bow and a 7/8″–wide, 77″–long banding ribbon. Like other bows in the Bow Magic line, the new one can be made anywhere quickly and easily without cutting or pinning.

And once pulled, the bow holds its shape. For more information, contact Packaging Systems Division/3M, P.O. Box 33600, St. Paul, MI 55133–3600.

CORNERBOARD PROTECTS GLATFELTER PAPER

Traditional wood skid tops are being replaced for Cornerboard Inc. by P.H. Glatfelter. Heretofore, when damage occurred in paper shipments it was usually at the corners where the wood lids were least protective. Now triple-wall

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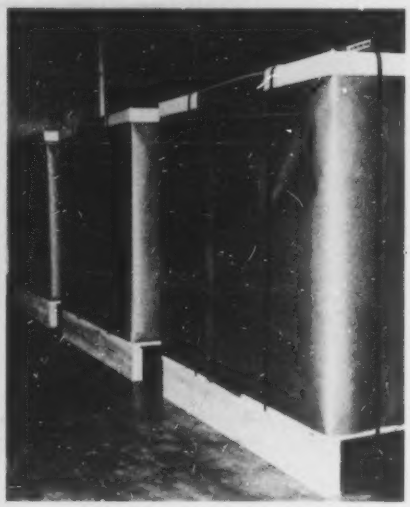
Manufacturer of Shipping Room Supplies

corrugated sheets with laminated edge protectors are being used instead, resulting in an average material saving on 50,000 skids of $1.69 each. Not only is there less shipping damage to the paper, the company reports, but the new edge protectors save manhours by using a single worker to steel-strap a skid.



CONVENTION NEWS BRIEFS

BECKETT PAPER COMPANY, Cincinnati, OH, has introduced Enhance!, a new grade of lithographic paper. It features a close-knit, even-sided texture that improves ink holdout and lends a clean, sharp look to halftones, screens and lines. Enhance! is produced in both 70 lb. book weight and 80 lb. cover in all popular sizes, and comes in nine contemporary colors plus two shades of white.

CHAMPION INTERNATIONAL CORPORATION will have an "automatic warehouse" in Pensacola, FL, designed to hold 80,000 cubic meters of wood chips and planned for December 1986 start-up. It will have a newly-developed belt stacker with a lifting device to keep the woodchips free of oil and which is capable of loading at the rate of 50 tph. It will also have a scraper/reclaimer with a capacity of 250 tph.

KAROLTON ENVELOPE DIVISION OF THE KIMBERLY-CLARK CORPORATION has appointed four new sales representatives in Miamisburg, OH. They are Andrew M. Eversole, Thomas D. O'Neill, Thomas S. Quallick and Lawrence K. Roberts. John M. Pierce, the general sales manager, describes the new appointees as "young and dynamic, but with solid industry and sales backgrounds and outstanding track records."

NATIONWIDE TICKET PRINTERS Canoga Park, CA, has entered the wholesale distribution network. The company's products are designed to run through most offset/distributor presses quickly and efficiently, and will be carried through the various "Cash and Carry" paper centers nationally. For information call toll free 1–800–858–7748 (TKTS-R–4–U).

PLASTICS, INC., a subsidiary of Anchor Hocking, has a complete, elegant carryout product, Gourmet to Go. It includes a specially designed serving tray which holds six reusable containers in a Master Carrying Carton. The Hi-Heat servers of the system permit hot foods to go to the table directly from the freezer to either the microwave, stovetop or oven.

SECOND QUARTER MILL REPORTS SHOW MOSTLY GAINS

"The big difference this year," says Burnell R. Roberts, Mead Corporation's chairman and CEO, "is that earnings are trending up, compared to the downward trend last year." This is borne out by reports from mills contrasting 1986 with 1985 second quarter results.

Net income and sales volume increased for many, although a few mills sustained losses. Louisana-Pacific Corp., Scott Paper Company and Georgia-Pacific Corp. achieved record high sales.

G-P's net income rose 28% to $1.93 billion. Its building products operating profits alone reached an all-time high of $146 million despite still low prices for those products. L-P's $394.1 million in sales, highest in its history, was up 14%. It also reports excellent sales of building products for the quarter due to "strong home building activity."

Philip E. Lippincott, Scott's chairman and CEO, says the strong performance of a 6% gain in net income was attributable to its domestic sanitary paper products business, along with "excellent results from our consolidated international subsidiaries and an increase in earnings from our natural resources operation."

Additional factors responsible for the general improvement were a more favorable currency exchange rate with a weakened U.S. dollar, a substantial turnaround in the pulp, kraft paper and linerboard segments, and worldwide decreased inventories.

Commenting on Union Camp's 5% second quarter rise in sales to almost half a billion dollars, chairman and CEO Gene Cartledge said it "reflects a strong demand, improving prices and better margins in the company's paper and packaging businesses." And, he continued, were it not for an equipment outage at the Savannah mill and lost production when a coated paperboard machine at Franklin, VA, was rebuilt, "earnings would have been over 10% higher in the quarter."

The 725,000 tons of paper, containerboard and pulp Great Northern Nekoosa Corporation shipped represents an 8% increase over 674,000 tons last year, though there was a slight loss of $.3 million on sales of $502.1 million.

Champion International Corp.'s Andrew C. Sigler, chairman and CEO, says his company's 17% net income rise was caused principally by higher profits in wood products and lower operating expenses. In addition, he said, they are "continuing to push ahead with sweeping cost-reduction efforts."

Increased operating efficiencies also account for the performance by G-P, Champion, L-P and Scott. Mr. Lippincott indicated Scott aggressively pursues its cost reduction strategy and continues to take actions to enhance work effectiveness.

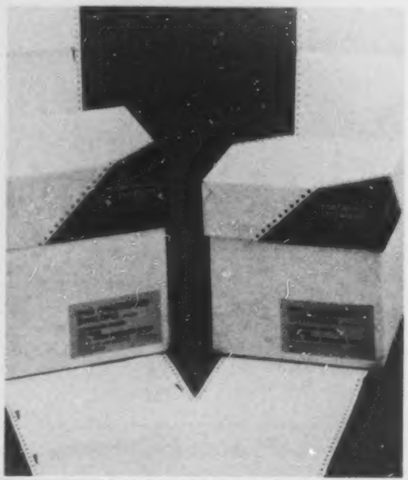
Several reasons were reported for some losses, including lower demand for coated paper, a strike in Mobile, Mexico's inflation, and high Canadian imports which impacted on softwood lumber prices. Curtailed construction activity in the petrochemical industry kept the insulation market in the doldrums, according to L-P's chairman and president Harry A. Merlo.

Pentair, Inc.'s second quarter decline in earnings was due to continuing competitive conditions in the paper businesses. But, says D. Eugene Nugent, the company's chairman and CEO, "paper demand should gradually strengthen" even though "markets are expected to remain unusually competitive."

An additional new item in Plastics' beverageware line is a fluted 50–ounce pitcher. It is stackable, open handled and comes in white or clear plastic, imprintable with a name and/or logo.

SCOTT PAPER COMPANY'S Dry-Up® Towels, from their Away-From-Home Products Division, can absorb up to six times their weight in water and are disposable. They are made with a patented manufacturing process that gives them a soft cloth-like look and feel. Because the towel is used just once, people are assured of always receiving a clean, sanitary towel without sacrificing the comfort of softness, the company reported.

WILLIAMHOUSE OFFERS NEW LINE OF FINE PAPERS ON CONTINUOUS FORM



A new line of continuous letterheads and envelopes was created by Williamhouse to help merchants get their share of the huge word processing market. A choice is offered of more than 75 grades and colors.

Potential customers include all the small printers who buy low cost, pack-to-pack continuous presses and everyone with a word processor or microcomputer from high-volume users to small businesses and home computer owners.

PORTION HOSTS SPECIAL EVENTS AT NPTA SHOW

Portion Packaging, Inc., will host a hospitality suite at the Convention for its customers and sales representatives. It will also hold its annual broker breakfast on Sunday morning, September 14th. Portion manufactures and supplies, among other products, plastic 9– and 10–ounce shatterproof cups for the hotel/motel market, which are available in white, clear or translucent and which can

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be printed with an identifying trademark.

Attending NPTA for Portion Packaging are D. Craig Blizzard, director of marketing/sales; Joseph McCormack, sales and product manager; Mike O'Hara, southern regional sales manager; Robert Fernholz, sales administration manager; and Donna Smith, sales coordinator.

STANDARD PAPER'S ELEGANT COMPUTER SOLUTION

The day has past, reports Standard Paper Software Marketing Corp., when a computer performed accounting functions only. New computers and software give answers in English to questions posed.

The SP/DP Plus™ Customer Service Module is an elegant solution to computerization problems the company stated. "This new enhancement to the SP/DP Plus™ clearly demonstrates where new generations of software can lead. The new system offers immediate access to information without the need to know customer or item numbers or special procedures."

The new package offered by Standard Paper Software Marketing Corp. is designed specifically for the industrial paper distributor and boasts over 75 installations to date. The company reports this is the largest share of any supplier of packaged software for the industrial paper distribution industry.

In a related item, the company announced their new "Marketing Module" that actually combines four functions in one. It handles telemarketing, new customer prospecting, collection call scheduling and an advanced letter writer.

Stop by the Standard Paper booth #1009 at the Exposition for more information.

Visit The NPTA Booth #12–13

SCOTT'S JUMBO TISSUE ROLL HOLDS 12,000 SHEETS

With a new 14.5" × 5" dispenser, Scott Paper Company seeks to lower maintenance labor expenses. The JRT® Jumbo Roll Tissue dispenser has the equivalent of 12 single-ply 1,000–sheet rolls of toilet tissue on a single roll which needs to be changed only one-twelfth as often as other rolls. It is constructed of heavy-duty ABS plastic that stands up to high-traffic washrooms and has a special locking mechanism to help prevent pilferage and vandalism. A convenient window on the dispenser cover allows maintenance workers to easily see the amount of tissue remaining on each roll.

In a related item, three innovations will improve Scott Paper Company's facial tissues. First, ply-bonding will help eliminate ply separation during dispensing and use. Second, an easy-opening carton will reduce maintenance time. And third, a protective poly shield will help keep

TABLE COVERS & SKIRTING

Present a clean and colorful table with *Sta-Dri*™ Plastic Table Covers & Skirting. Enjoy the economy and convenience of traditional disposable plastic table protection *plus* the quality and service you've come to know and trust.

☐ **Folded Table Covers**
Made of heavy duty embossed polyethylene and individually bagged for hanging. Available sizes are 54 in. × 108 in. rectangular and 84 in. diameter round (round available in solid colors only.

☐ **Rolled Table Covers**
Made of light weight embossed polyethylene and available in two lengths: 40 in. × 150 ft. individually bagged and 40 in. × 300 ft. individually boxed.

☐ **Table Skirting**
Made of heavy duty embossed polyethylene featuring sewn-in pleats. Full size 29 in. × 14 ft. available in 14 of our most popular colors.

TABLE SKIRTING
29 in. x 14
TABLE COVERS
TABLE COVERS

New colors are introduced continually . . .
contact your sales representative for the most recent additions.

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The clear-cut difference.

As a distributor of 3M industrial products, you know there's a clear-cut difference between 3M and other companies. It's a difference that contributes to your continuing growth and profitability.

There's a difference in 3M's heavy research investment that provides you with a steady flow of new, innovative and cost-effective products that are easy to sell.

There's a difference in 3M's technical service and quality control that helps keep customers satisfied.

And there's a big difference in 3M's strong sales service. Promotional support. Selling aids. Product education. Application engineering assistance.

And that difference comes from 3M Carbonless Products Department; Industrial Specialties; Industrial Tape and Packaging Systems divisions.

Stop by the 3M Booth (#100) at the National Paper Trade Association Convention and Exposition in Boston, MA.

3M

PAPER SUPPLIES
MAINTENANCE CHEMICAL SUPPLIES

You don't need two heads to wear two hats.

Let Barrier maintenance chemicals "double" your profits!

If the only thing your customers needed was paper supplies, that'd be fine. But they have other needs. Where there's a paper need, there's also a maintenance chemical need. And if you aren't filling those needs, somebody else is!

Barrier's proven profit makers will fill those other needs. Barrier manufactures a complete line of floor care, carpet care and sanitary products, as well as specialty products. When you distribute Barrier products, you expand both your product line and your profits.

Barrier backs its distributors with support literature, field support and sales seminars. Full private labeling is available. Why let the other guy have a part of your customers' business that should be yours?!

Barrier. We're filling your needs so you can fill all of your customers' needs.

Come see us at Booth #112 at the NPTA Show Boston

BARRIER
BARRIER INDUSTRIES, INC.
200 East Main St Port Jervis, NY 12771
914-856-6633

Convention News

each sheet readily available for use while

it keeps the tissue clean and dry until needed. The improved Scotties® comes in four colors and is packaged in decorator cartons.

3M'S NEW SCOTCH BRAND P-S TAPE

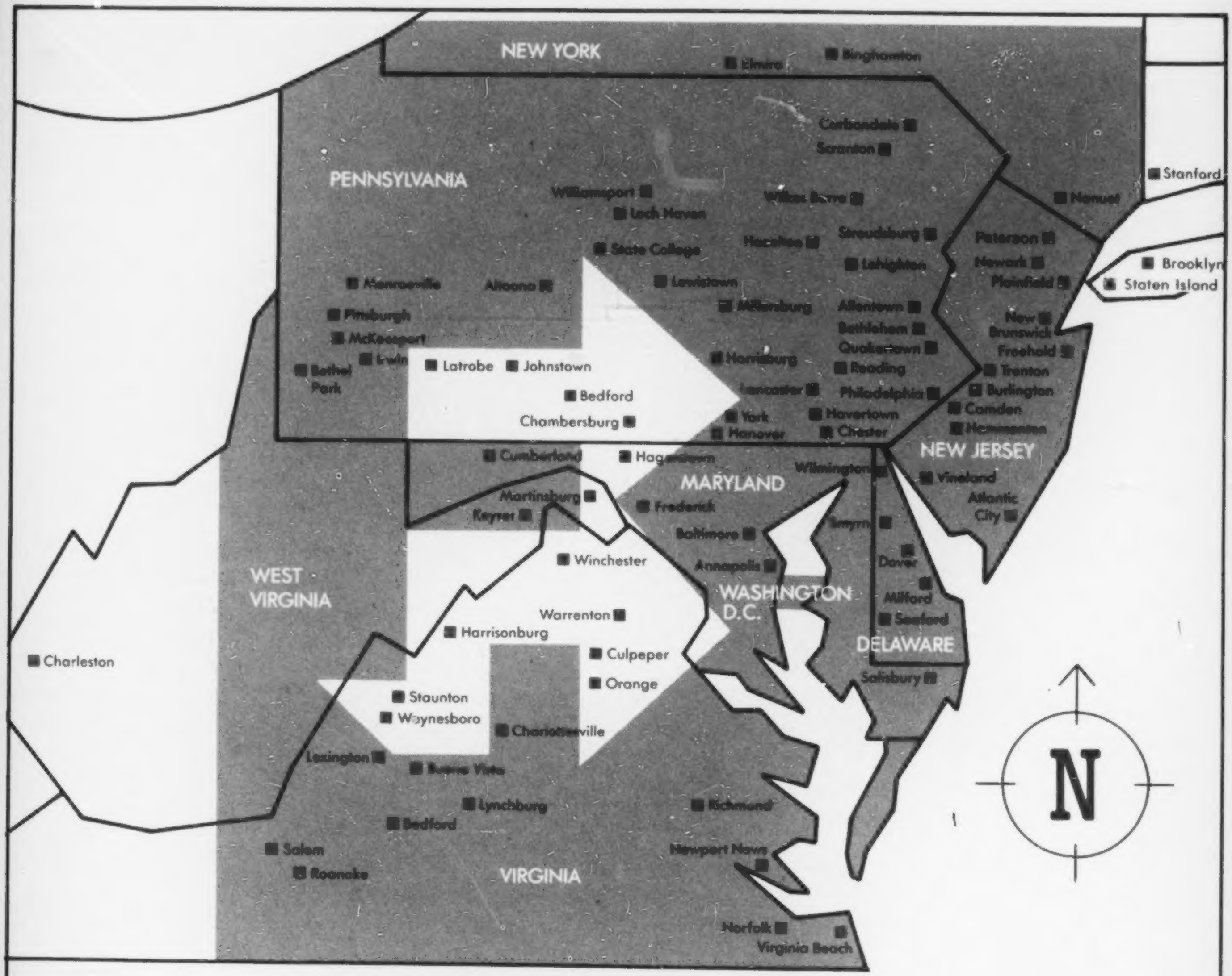
Handy pocket-size pads of pre-cut 4 × 6 inch sheets of Scotch brand pressure-sensitive tape that can be quickly peeled and applied are 3M's new product. There are 25 self-sticking sheets of tape to a pad. The company reports they can be used to protect labels, seal envelopes, repair torn paper, film or foil bags and a variety of other taping tasks. The company believes they can be beneficial to the printing industry for solving surface problems caused by lint, specks and spots. For more information about ScotchPad™

Tape Pads, contact 3M's Packaging Systems Division, P.O. Box 33600, St. Paul, MI 55133–3600.

FORM FIT HAS NEW TRAYS AND COVERS

New trays and covers, all transparent, nestable, stackable and disposable, are offered in many sizes by Form Fit Plastics.

Thermoformed trays may be used for a variety of foods, including poultry, fish and salads, while fluted snap-on styrene Clear Plastic Plate Covers can be embossed with company names, symbols or logos. The Clear Plastic Dish series and Clear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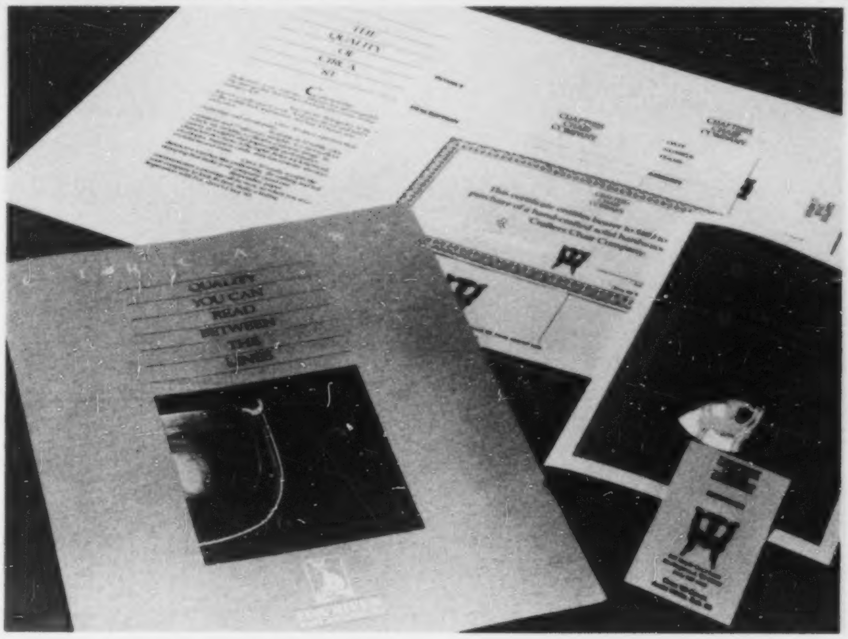
NPTA Convention News 1986

Plastic Cups and Containers series, made of thermoformed styrene, are for both hot and cold food and are suitable for portion control. Hinged clear containers have a non-removable, molded-in snap-locking device. For further information, write or call Form Fit Plastics, P.O. Box 130, 100 Pleasant Street, Dracut, MA 01826; 1-800-343-8232 or in MA, 617-957-2943.

FOX RIVER OFFERS NEW COLORS

Four new colors have been added to the existing twelve in the Fox River Company's Circa '83 and Circa Select lines of paper. Another new product is their promotional kit for Circa '83 entitled, "Quality You Can Read Between the Lines." It includes a gift certificate, invoice and brochure. For further information contact: Fox River Paper Company, Attn. Marketing Dept., P.O. Box 2215, Appleton, WI 54913.

The company will be represented at the NPTA Convention by its president, Harold Ellsworth, and several other officers. It will also host a hospitality suite at the Marriott Copley Place.

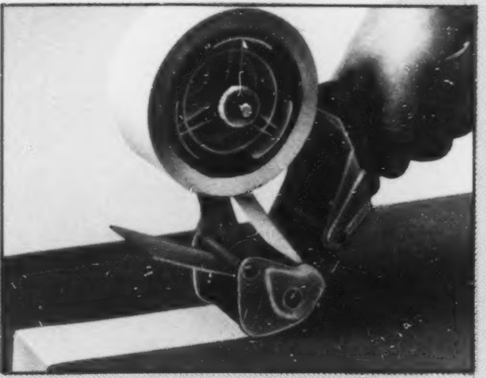


PHOENOWEB, A NEW ART PAPER

Specifiers and web printers now have the option to print annual reports and other prestigious web work on Phoenoweb, a double coated premium art paper, Paper Corporation of United States announced. Previously, this option was available only on sheet fed work. Phoenoweb is designed for heat set web printing and can be made to order and shipped to its destination within eight weeks. It comes in 80, 90 and 100# basis weights in the same shades as Phoenix Imperial and is manufactured by Papierfabrik Scheufelen of Lenningen, West Germany. Swatch books may be obtained from Donald Marikovics 212-337-5524.

FOOTBALL & FREEMAN

A former Green Bay Packer football star, Ray Nitschke, will be at Freeman Company's Booth #203 on September 14th during the NPTA Exposition. He will discuss "Freeman and Football" with all visitors to the booth. Enshrined in the Pro Football Hall of Fame, he was voted Outstanding Linebacker in the last 50 years of the National Football League.



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TAPE DISPENSER

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Don't be fooled by inferior copies of our original POS-1 pistol grip tape dispenser. Get the quality that outperforms the rest. Contact us today and get the low-down on quantity discounts and special private label pricing. Models available with and without adjustable brake for use with easy-release tapes. We also stock the hard to find 3-inch model.

For complete info on our dispensers, and on our polypropylene strapping tapes, PVC and PP carton sealing tapes as well as other items in the Franklin line, write or call today.

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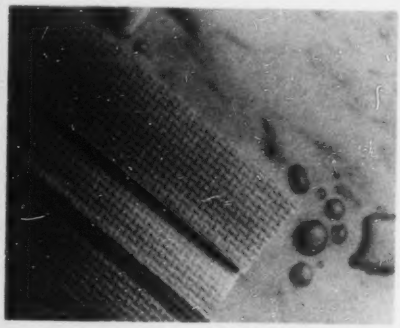
TAGSONS' NEW C-FOLD

A new towel is in production at Tagsons Papers, Inc. It is a deep-embossed bleached c-fold in a lower basis weight that compliments Tagsons' existing line of six such towels.



EQUALITY/STRIBBONS EXPANDS ITS LINE

Additional pull-type bows in new colors and textures have been added to Equality/Stribbons' products. Simply pull strings for the Bow-A-Ribbon™ in three- or four-inch bow spans of rayon or metallic; the Pull Bow™ creates a five-inch span. Metallic Ribbons come in gold or silver while acetate satin Hotstamped Ribbons may be hot stamped in metallic gold, silver, red or green. To further decorate packages, Twisted Cords and Tassels are available in solid colors or color combinations, with or without tassels. Contact Equality/Stribbons at 11 East 26th Street, New York, NY 10010, Phone 212–532–3000 for additional information.

EUROPEAN STYLE
LAMINATED PAPER BAGS*

HANDSOMELY CRAFTED

CUSTOM PRINTED IN SHORT AND LONG RUNS UP TO 6 COLORS.

AVAILABLE WITH SOFT CORD HANDLES IN VARIOUS COLORS.

PROMPT DELIVERY

STOCK COLORS AVAILABLE.

We invite distributors to call/write for samples and price list.

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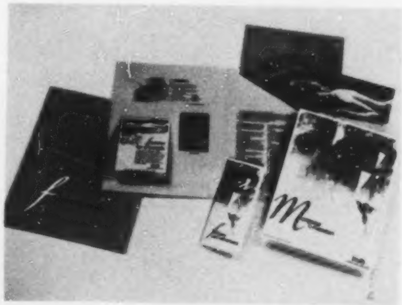
*Leading manufacturers of laminated paper bags.

HOWARD PAPER INTRODUCES NEW SAMPLE KIT

A new kit, titled "Howard's great campaign series The Bank on Howard Text," showcases Howard Paper Mills' cover and text paper and various production techniques. It features six available colors and four of the five finishes and comes in weights ranging from 50 lb. Text to 80 lb Cover. It is aimed particularly at bank advertising since banks are big users of paper and printing and try to reach a wide strata of customers. R.C. Finley, vice president of marketing, says, "The look and feel of Howard Paper combine to deliver a stronger message without competing with it, as glossy coated paper often does." The kits may be obtained from Howard Paper Mills, Inc., 115 Columbia Street, P.O. Box 982, Dayton, OH 45401.



While in Boston, take advantage of a suite opportunity.

Be sure to stop by Nashua's hospitality suite at the Marriott Copley Place Hotel during the NPTA convention. Along with a friendly atmosphere and refreshments, you'll meet some very merchant-minded people with very progressive ideas to share with you.

We think it's the suite-est deal in town!

Nashua

Nashua Corporation
Nashua, NH 03061

Expressway Carbonless Paper • Davac® and Echo Dry Gum Label Papers
Thermo-Sensitive Label Paper • Pressure Sensitive and Heat Activated Tapes

NPTA Celebrates the Golden Anniversary of its paper/plastics & allied products EXPOSITION

FIFTIETH • ANNIVERSARY

1936–1986

50 years of service to the paper manufacturing and distribution industries
50 years of growth in exhibition display space and industry participation.
50 years of bringing you the best in products and services available to the trade
50 years of the finest in convention programming

NPTA = Productivity for paper people

Join the leaders of the industry on the floor of the Exposition on CEO Sunday when you can "Meet the Boss" in every booth; and celebrate the 50th Anniversary of the Paper/Plastics & Allied Products Exposition at the Wine and Cheese Party from 2:30 PM–3:30 PM on CEO Sunday.

NPTA

National Paper Trade Association, inc. 111 Great Neck Road, Great Neck, NY 11021 516-829-3070

What's Bigger Than a Football Field and 50 Years Old?

THE BORDEN CHEMICAL CO.

The 30th Anniversary "Paper Show" in 1966. Anyone look familiar?

Give up? You didn't try very hard. Let me give you another hint—it used to be called The Paper Show.

There are plenty of people in our industry who still call it "The Paper Show" instead of its real name, The Paper/Plastics and Allied Products Exposition. The new name is already 12 years old and had been changed because there are lots of "non-paper" items on display. Think for a moment of all the computers, cleaning solvents, material handling products, light bulbs, floor care products and equipment, just to name a few, that are in the Exposition. The *Paper Show* has come a long way in 50 years.

Steady Growth

It all began as a room show in 1936 at New York City's Waldorf-Astoria. Incidentally, that was only one year after NPTA launched its first Paper Merchant Performance Survey that we now call "PAR." Of course, the Association had been running its Conventions for 33 years when the first Paper Show was inaugurated in 1936!

Pawing through the old documents, I couldn't help but feel closer to the paper distribution industry of today. The names in the 1936 Convention booklet jumped off the page at me: W.B. Killhour, E.H. Kniep, P.W. Lesh, O.F. Marquardt, C.H. Schorske, and of course, Stan Styles—and others. At that time, the late Senator from New York, Jacob Javits, was NPTA's Corporate Counsel.

By 1952, the Paper Show had outgrown the room in which it was held and the first all-booth show was created: In 16 years, it had developed into a real exposition.

Booth shows continued in Chicago for the most part in those years and later New York was added in 1968. For the next 17 years, the show flip-flopped between Chicago and New York with the one exception of New Orleans in 1981. That was an experiment which proved successful—the old pattern could be broken—and 1985 saw New York's last year as a show site for the immediate future, at least.

The Name's the Thing

When the *Paper Show* name outlived its usefulness in 1974, the new name chosen was a mouthful: The Paper/Plastics and Allied Products Exposition—you can't say it without taking a breath halfway through. That's probably why most members prefer to say, "Will I see you at NPTA this year?" That grates on me a bit because it infers that all the Association is, all that it does, is its annual meeting. That may have been true long ago, but today NPTA is a whole lot more.

But, whatever you choose to call it, know that it is the largest gathering in the paper business each year. Roughly 6,000 people come from every state in the Union and 20 foreign countries to participate. That's about 50/50 merchants and suppliers, all wanting to see the newest products, services and learn about the latest trends in the industry at the Exposition.

It Isn't Just Size

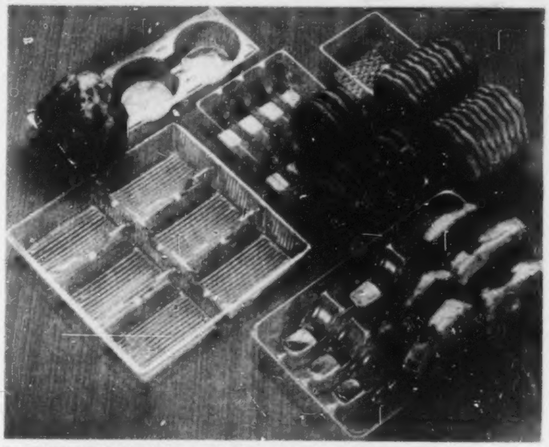
True, this year's show in Boston is the biggest ever—over 240 booths taken by 170 suppliers—a sell-out. And the hospitality suites were sold out early, too. What is bringing suppliers and their merchant customers to Boston for the 50th Anniversary of the Exposition? One reason is that there has been a greater realization of the importance of the distributor in the marketing chain. Paper distributors have shown themselves to be the most cost-effective path between manufacturer and end-user.

Another reason is the quality of the meeting itself. The Exposition, the hotels chosen, the seminars and meetings and even the city are all first-rate, all carefully orchestrated to provide attendees with the best possible environment to conduct their business.

And third, how else can one supplier see so many prospective merchants at one time, or a merchant see so many supplies, for that fact? It just can't be done more economically than at the NPTA Annual Convention and Exposition. And that's the truth.

By John J. Buckley Jr., president
National Paper Trade Association, inc

SEE US AT BOOTH 508 AND AT OUR SUITE AT THE SHERATON BOSTON



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A Time to Celebrate

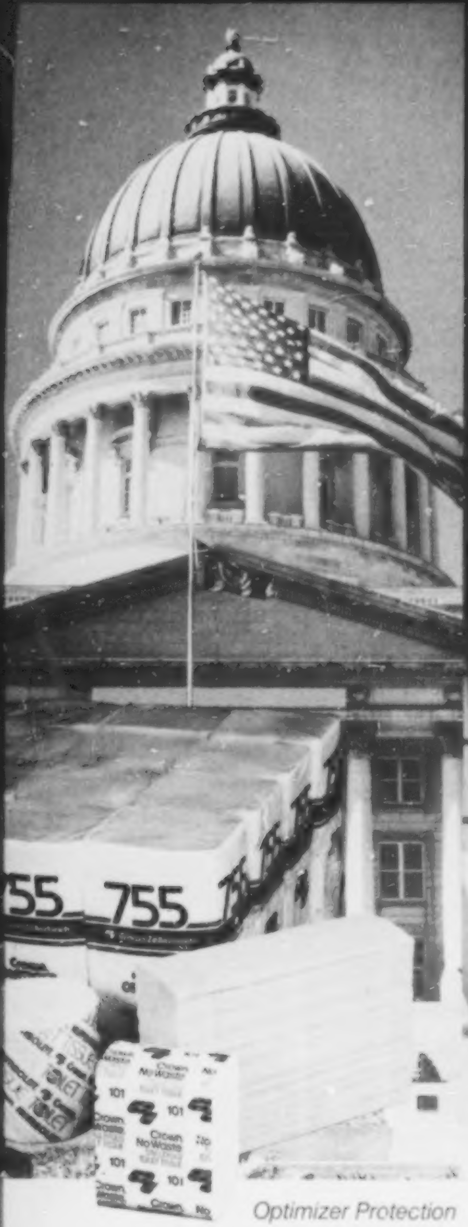
A 50th Anniversary would not be perfect without some new features to make the festivities complete. To commemorate the occasion, NPTA has created "CEO Sunday," a time when company chief executives will be in their booths wearing an "I'm the Boss" button. All coming to the Exposition can get the ear of the boss in every booth. When you enter a booth ask, "Where's the boss?" That'll get their attention!

And to round out the day, a Wine and Cheese Party will highlight this super occasion from 2:30–3:30 pm—a very special day for all Convention goers.

And to round out the day, a Wine and Cheese Party will highlight this super occasion from 2:30–3:30 pm—a very special day for all Convention goers.

Just before the Exposition opens on CEO Sunday, don't miss what will be a great General Business Session starting at 10:00 am. Dr. Barry Asmus, a well-known authority on economics, and Captain James Lovell, the veteran astronaut, will provide a very stimulating program.

There are many other programs, special events, and there is Boston itself that is worth taking time to see. The 50th Anniversary of the Paper/Plastics and Allied Products Exposition will make NPTA's 1986 Convention a very special event for all paper distributors and their suppliers.


755
755
Crown No-Waste
101

Optimizer Protection

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PRESS DOWN

Hospital Facial Tissue

Boulder Creek
Boulder Creek
Boulder Creek

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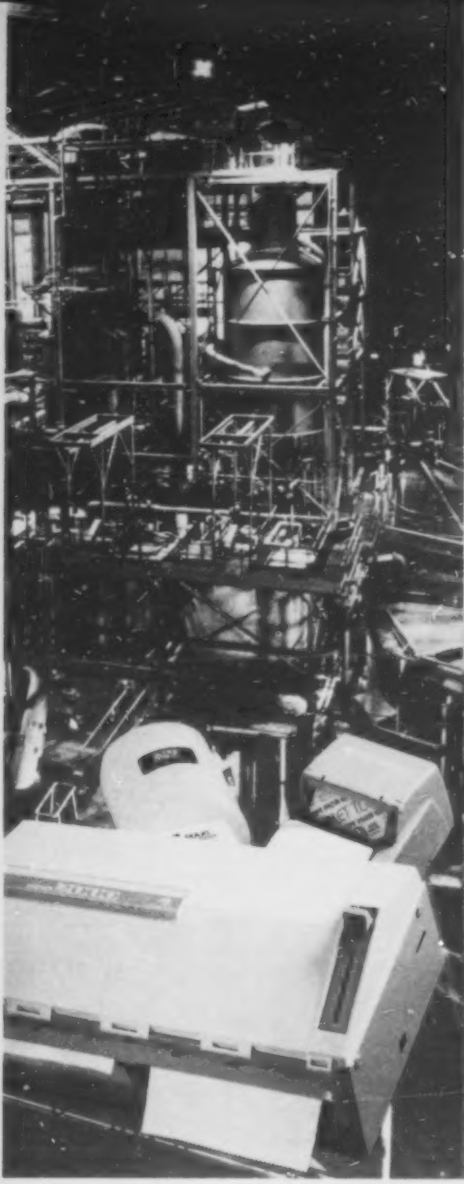
Special products made for special markets.



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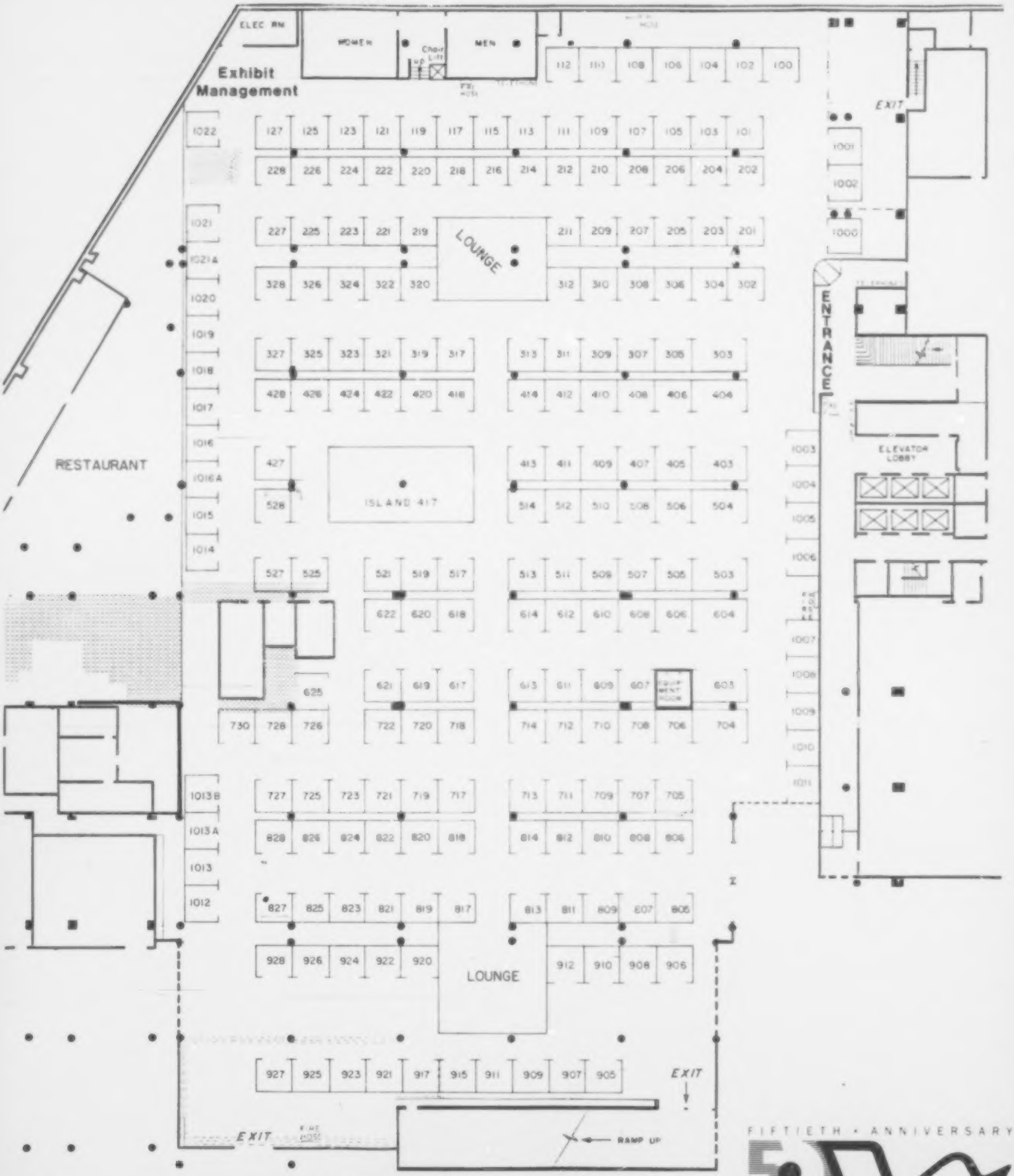
1986 Paper/Plastics & Allied



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1021A
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EXIT
EXIT
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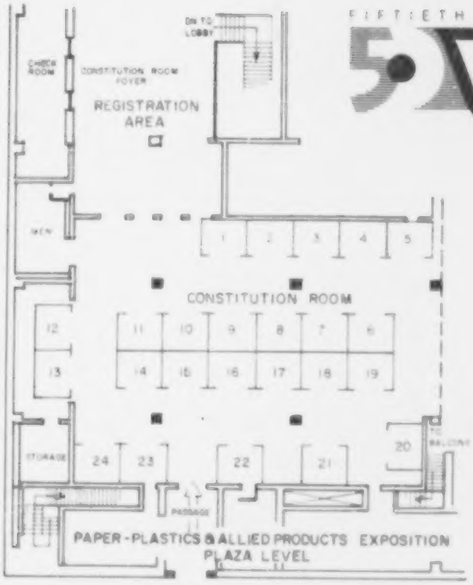
SHERATON HOTEL and TOWERS EXHIBIT HALL
PAPER-PLASTICS & ALLIED PRODUCTS EXPOSITION
SEPTEMBER 13-15, 1986

FIFTIETH • ANNIVERSARY

Products Exposition

FIFTIETH · ANNIVERSARY



September 13-15, 1986

ABC Compounding Co., Inc.	821
A&E Plastics Inc.	220
ADCO Specialties Inc.	1021A
Admiral Folding Box Company Inc.	909
Alcan Foil Products	121
Alliance Rubber Company	201
Alumax Foils, Inc.	1018
American Cellophane & Plastic Films	202
Americo Manufacturing Company, Inc.	115
Amko Plastics Inc.	1014
Amoco Foam Products Company	Constitution Rm. 9
APS Autovend Packaging Systems	809
Aqua Maid Products	Constitution Rm. 2
Armin Corporation	409
Artco Converters	1016
Artisan Plastics Corp.	922
Atlantic Mills, Inc.	808
Bagcraft Corporation of America	302
Barrier Industries, Inc.	112
Beach Products	108
Bedford Industries, Inc. & Bedford Plastics, Inc.	119
Beier & Company	Constitution Rm. 11
Berwick Industries, Inc.	704
Better Packages	311
Boas Box Company	210
Bulman Products, Inc.	513
Candle Corporation of America	608
Carroll Company	1010
Celloplast Inc.	109
Cellucap Manufacturing Company	321
Century Packaging, Inc.	228
Champion International Corporation	225
Chesapeake Fiber Packaging Corporation	910
Chicopee	307
Clark Paper Converting Corp.	309
Clear Shield National, Inc.	622
Ben Clements & Sons, Inc.	504
Coastline Packaging Inc.	Constitution Rm. 6
Comet Products, Inc.	326
Comfort Sanitary Products, Inc.	216
Continental Extrusion Corporation	725
CPI, Inc.	519
CPL Industries	Constitution Rm. 24
The Crowell Corporation	528
Crown Zellerbach	320
Crystal Tissue Company, The	404
Cyklop Strapping Corporation	828
Dart Container Corporation	610
DataCom, Inc.	807
Decker Tape Products Co, Inc.	123
Deltapaper	1011
Distribution Resources Co.	Constitution Rm. 3 & 4
Douglas Stephen Plastics, Inc.	720
Drackett Products Company	609
Duni Corporation	125
Duro Bag Mfg. Co.	413
Dynamic Computer Systems, Inc.	805
Eco-Line, Division of Economics Laboratory, Inc.	710
Econoco Corporation	403
Eddie Goodman Co., Inc.	Constitution Rm. 10
Ekco Products, Inc.	323
EPCO, Inc.	1002
Epic Industries	Constitution Rm. 14
Erving Paper Mills	412
Equality/Stribbons	214
Fabian Taping Dispenser Corp.	806
The Fonda Group, Inc.	617
Form Fit Plastics	508
Forster Mfg. Co., Inc.	1019
Fort Howard/Sweetheart	705
Franklin Disposables, Inc.	511
Freeman Paper Company	203
Gallos Plastic Corp.	1022
General Plastics Corp./GP Plastics Corp.	324
Genpak Corp./Polytherm Products	111
Glenmark Industries, Inc.	Constitution Rm. 18
Go-Jo Industries, Inc.	923
Handi-Kup Company	308
Harshaw/Filtrol Partnership	822
Heritage Bag Company	928
Hilex Poly Co., Inc.	906
Himolene Group, The	221
Hospital Specialty Company	306
Imperial Cup Corporation	406
Indiana Carton Company, Inc.	818
Inline Plastics Corporation	226
Intertape Systems Inc.	Constitution Rm. 19
I.R. Industries, Inc.	222
Jet Plastica Industries, Inc.	717
K-Seal, Inc.	Constitution Rm. 5
Kaiser Aluminum & Chemical Corp.	424
Keyes Fibre Company	212
Keystone Adjustable Cap Co., Inc.	813
R.J. Lachman Inc.	427
Laminations Corporation	817
Lily Truck Leasing	Constitution Rm. 22
Ling Products, Inc.	925
Linpac Flexible Packaging	927
Lockwood Association, Inc., The	1012
Longview Fibre Company	1000
3M/Tape & Allied Products	100
Mack-Allied/Mack-Chicago	411
Manufacturers Representatives of America	525
Marcal Paper Mills, Inc.	1013A
Marsh Stencil Machine Company	714
Marvel Lighting Corporation	507
Maryland Plastics Inc.	422
Mayan Converting, Inc.	Constitution Rm. 23
J.H. McNairn Limited	205
Medical Disposables Company	911
Menasha Corporation/Sus-Rap Packaging	708
Midwest Film Corporation	101
Mobil Chemical Company, Plastic Packaging Division	503
Moser Bag & Paper Co.	517
Mulco Industries, Inc.	104
Mutual-Precision Co.	317
National Paper Trade Assn., Inc.	Constitution Rm. 12
Nice-Pak Products Inc.	1016A
Nifty Packaging Products	102
Nyman Mfg. Co.	1007
Odyssey Packaging Inc.	823
Packraft, Inc.	Constitution Rm. 7
Paperades, Inc.	Constitution Rm. 20
Peacock Products, Inc.	325
Perkit Folding Box Corp.	208
Pioneer Gift Wrap, Inc.	915
Plastics, Inc.	606
Plymouth Rubber Company, Inc.	219
Polar Plastics Mfg., Inc.	Constitution Rm. 15
Polyplast Group, Division of United Brands	Constitution Rm. 8
Polyvinyl Films Inc.	814
Primepak	1021
Printwrap Sales, Inc.	926
Quest Chemical Corp.	Constitution Rm. 1
Regal Poly-Pak	604
Rixie Paper Products Inc.	509
Robbie Manufacturing, Inc.	1003
Rochester Midland Corporation	730
Rockwell Chemical Inc.	920
Royal Paper Converters, Inc.	811
Ryder Truck Rental	905
SBS Products, Inc.	810
Sandusky Plastics, Inc.	812
Sanelk International Inc.	211
San Jamar, Inc.	826
Scott Paper Company	Island 417
Sealright Co., Inc.	303
Sentinel Foam Products	Constitution Rm. 21
Shar Lee Packaging/Eurobags	Constitution Rm. 17
Sherri Cup, Inc.	218
Shuford Mills Tape Division	428
Sigma & Omega Plastic's	105
Single Service Institute, Inc.	527
Solo Cup Co.	1005
Southeastern Plastics/Sack Corp. of America	712
Southern Champion Tray Company	607
Springprint Paper Products Company	603
Standard Box Company	1001
Standard Paper Software Marketing Corp.	1009
Sterling Paper Company	618
Stevens & Thompson Paper Company	110
Structured Computer Systems, Inc.	224
Supreme Lighting Corp.	924
Surrey Industries	921
System Packaging Company, Inc.	917
Tagsons Papers, Inc.	824
Texize	726
Trinity Paper & Plastics Corporation	117
Uniset, Inc.	113
United Overseas Intl. Inc.	825
Universal Business Systems, Inc.	723
U. S. Mat & Rubber Co., Inc.	827
Webster Industries, Incorporated	510
Webster Packaging	510
WFR Ribbon Corp.	820
White Mop Wringer Company	418
Wilkinson Mfg. Co.	207
Winchester Carton Corporation	718

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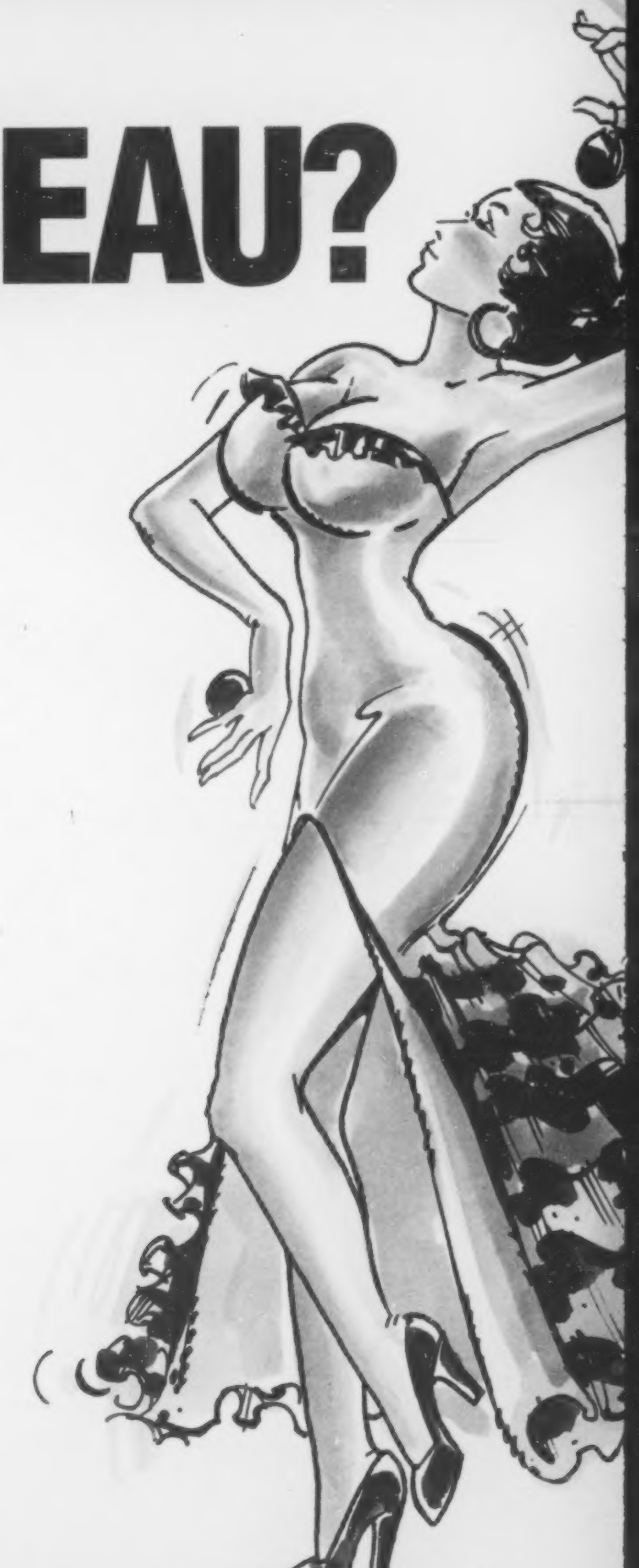

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Expo '86 Buyer's Guide

BUSINESS PRODUCTS & SERVICES	Booth
Alliance Rubber Company	201
Better Packages	311
DataCom, Inc.	807
Lily Truck Leasing	Constitution 22
Manufacturers Representatives of America	525
Plymouth Rubber Company, Inc.	219
Sentinel Foam Products	Constitution 21
Single Service Institute, Inc.	527
U.S. Mat & Rubber Co., Inc.	827

FOOD SERVICE DISPOSABLES	Booth
A&E Plastics Inc.	220
ADCO Specialties, Inc.	1021A
Alcan Foil Products	121
Alumax Foils, Inc.	1018
American Cellophane & Plastic Films	202
Americo Manufacturing Company, Inc.	115
Amoco Foam Products Company	Constitution 9
Aqua Maid Products	Constitution 2
Armin Corporation	409
Artisan Plastics Corp.	922
Atlantic Mills, Inc.	808
Bagcraft Corporation of America	302
Beach Products	108
Beier & Company	Constitution 11
Candle Corporation of America	608
Celloplast Inc.	109
Cellucap Manufacturing Company	321
Chesapeake Fiber Packaging Corporation	910
Chicopee	307
Clear Shield National, Inc.	622
Comet Products, Inc.	326
Continental Extrusion Corporation	725
Crown Zellerbach	320
Dart Container Corporation	610
Douglas Stephen Plastics, Inc.	720
Duni Corporation	125
Ekco Products, Inc.	323
Epco, Inc.	1002
Erving Paper Mills	412
The Fonda Group, Inc.	617
Form Fit Plastics	508
Forster Mfg. Co., Inc.	1019
Fort Howard/Sweetheart	705
Franklin Disposables, Inc.	511
Freeman Paper Company	203
Gallos Plastics Corp.	1022
Genpak Corp./Polytherm Products	111
Genpak Corporation	111
Handi-Kup Company	308
Harshaw/Filtrol Partnership	822
Heritage Bag Company	928
The Himolene Group	221
Imperial Cup Corporation	406
Indiana Carton Company, Inc.	818
Inline Plastics Corporation	226
J.H. McNairn Limited	205
Jet Plastica Industries, Inc.	717
Kaiser Aluminum & Chemical Corp.	424
Keyes Fibre Company	212
Keystone Adjustable Cap Co., Inc.	813
Ling Products, Inc.	925
Marcal Paper Mills, Inc.	1013A
Maryland Plastics, Inc.	422
Mobil Chemical Company, Plastic Packaging Division	503
Moser Bag & Paper Co.	517
Mulco Industries, Inc.	104
Nice-Pak Products, Inc.	1016A
Nyman Mfg. Co.	1007
Packraft, Inc.	Constitution 7
Paperades, Inc.	Constitution 20
Perkit Folding Box Corp.	208
Plastics, Inc.	606
Polar Plastics Mfg., Ltd.	Constitution 15
Polyplast Group, Division of United Brands	Constitution 8
Polyvinyl Films, Inc.	814
Rixie Paper Products Inc.	509
Rockwell Chemical Inc.	920
Sandusky Plastics, Inc.	812
Scott Paper Company	Island 417
Sealright Co., Inc.	303
Sherri Cup, Inc.	218
Sigma & Omega Plastics	105
Single Service Institute, Inc.	527
Solo Cup Co.	1005
Southern Champion Tray Company	607
Springprint Paper Products Company	603
Standard Box Company	1001
Sterling Paper Company	618
Uniset, Inc.	113
Webster Industries, Inc.	510
Wilkinson Mfg. Co.	207
Winchester Carton Corporation	718

HEALTH CARE DISPOSABLES	Booth
ADCO Specialties, Inc.	1021A
American Cellophane & Plastic Films	202
Aqua Maid Products	Constitution 2
Armin Corporation	409
Atlantic Mills, Inc.	808
Cellucap Manufacturing Company	321
Comfort Sanitary Products, Inc.	216
Crown Zellerbach	320
Dart Container Corporation	610
Ekco Products, Inc.	323
Forster Mfg. Co., Inc.	1019
Franklin Disposables, Inc.	511
Freeman Paper Company	203
Gallos Plastics Corp.	1022
Heritage Bag Company	928
The Himolene Group	221
Hospital Specialty Company	306
Keystone Adjustable Cap Co., Inc.	813
Ling Products, Inc.	925
Marcal Paper Mills, Inc.	1013A
Medical Disposables Company	911
Mulco Industries, Inc.	104
Nice-Pak Products, Inc.	1016A
Robbie Manufacturing, Inc.	1003
Rochester Midland Corporation	730
San Jamar, Inc.	826
SBS Products, Inc.	810

INDUSTRIAL PACKAGING	Booth
Admiral Folding Box Company, Inc.	909
Alliance Rubber Company	201
APS Autovend Packaging Systems	809
Armin Corporation	409
Bagcraft Corporation of America	302
Bedford Industries, Inc.	119
Bedford Plastics, Inc.	119
Better Packages	311
Bulman Products, Inc.	513
Celloplast Inc.	109
Chesapeake Fiber Packaging Corporation	910
The Crowell Corporation	528
The Crystal Tissue Company	404
Cyklop Strapping Corporation	828
Deltapaper	1011
Epco, Inc.	1002
Fabian Taping Dispenser Corp.	806
General Plastics Corp./ GP Plastics Corp.	324
I.R. Industries, Inc.	222
Intertape Systems Inc.	Constitution 19
J.H. McNairn Limited	205
Laminations Corporation	817
Longview Fibre Company	1000
3M/Tape & Allied Products	100
Mack-Allied/Mack-Chicago	411
Mayan Converting, Inc.	Constitution 23
Menasha Corporation Sus-Rap Packaging	708
Mobil Chemical Company, Plastic Packaging Division	503
Mutual-Precision Co.	317
Nifty Packaging Products	102
Peacock Products, Inc.	325
Plymouth Rubber Company, Inc.	219
Polyplast Group, Division of United Brands	Constitution 8
Primepak	1021
Rockwell Chemical Inc.	920
Royal Paper Converters, Inc.	811
Saneck International, Inc.	211
Sentinel Foam Products	Constitution 21
Sigma & Omega Plastics	105
Southeastern Plastics/ Sack Corp. of America	712
System Packaging Company, Inc.	917
Trinity Paper & Plastics Corporation	117

PRINTING PAPERS	Booth
Artco Converters	1016

RETAIL PACKAGING	Booth
Admiral Folding Box Company, Inc.	909
Alliance Rubber Company	201
Amko Plastics Inc.	1014
APS Autovend Packaging Systems	809
Bagcraft Corporation of America	302

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Beier & Company	**Constitution 11**
Berwick Industries, Inc.	**704**
Boas Box Company	**210**
Bulman Products, Inc.	**513**
Celloplast Inc.	**109**
Century Packaging, Inc.	**228**
Champion International Corporation	**225**
Chesapeake Fiber Packaging Corporation	**910**
Ben Clements & Sons, Inc.	**504**
Coastline Packaging Inc.	**Constitution 6**
Continental Extrusion Corporation	**725**
The Crystal Tissue Company	**404**
Duro Bag Mfg. Co.	**413**
Econoco Corporation	**403**
Eddie Goodman Company, Inc.	**Constitution 10**
Ekco Products, Inc.	**323**
Equality Stribbons	**214**
Form Fit Plastics	**508**
Glenmark Industries, Inc.	**Constitution 18**
Hilex Poly Co., Inc.	**906**
R.J. Lachman, Inc.	**427**
Linpac Flexible Packaging	**927**
Longview Fibre Company	**1000**
3M Tape & Allied Products	**100**
Midwest Film Corporation	**101**
Mobil Chemical Company, Plastic Packaging Division	**503**
Moser Bag & Paper Co.	**517**
Mutual-Precision Co.	**317**
Odyssey Packaging Inc.	**823**
Packraft, Inc.	**Constitution 7**
Pioneer Gift Wrap, Inc.	**915**
Polyplast Group, Division of United Brands	**Constitution 8**
Primepak	**1021**
Printwrap Sales, Inc.	**926**
Regal Poly-Pak	**604**
Robbie Manufacturing, Inc.	**1003**
Rockwell Chemical Inc.	**920**
Royal Paper Converters, Inc.	**811**
Saneck International, Inc.	**211**
Sentinel Foam Products	**Constitution 21**
Shar Lee Packaging Eurobags	**Constitution 17**
Southeastern Plastics Sack Corp. of America	**712**
Southern Champion Tray Company	**607**
Surrey Industries	**921**
Trinity Paper & Plastics Corporation	**117**
United Overseas Intl. Inc.	**825**
Webster Packaging	**510**
WFR Ribbon Corp.	**820**

JANITORIAL SUPPLIES & EQUIPMENT

	Booth
ABC Compounding Co., Inc.	**821**
ADCO Specialties, Inc.	**1021A**
American Cellophane & Plastic Films	**202**
Americo Manufacturing Company, Inc.	**115**
Aqua Maid Products	**Constitution 2**
Atlantic Mills, Inc.	**808**
Bagcraft Corporation of America	**302**
Barrier Industries, Inc.	**112**
Beier & Company	**Constitution 11**
Bulman Products, Inc.	**513**
Carroll Company	**1010**
Chicopee	**307**
Clark Paper Converting Corp.	**309**
Comfort Sanitary Products, Inc.	**216**
CPL Industries (Division of Colgate Palmolive Co.)	**Constitution 24**
Crown Zellerbach	**320**
Drackett Products Company	**609**
Eco-Line, Division of Economics Laboratory, Inc.	**710**
Epic Industries	**Constitution 14**
Fort Howard Sweetheart	**705**
General Plastics Corp. GP Plastics Corp.	**324**
Go-Jo Industries, Inc.	**923**
Heritage Bag Company	**928**
The Himolene Group	**221**
Hospital Specialty Company	**[illegible]06**
Marcal Paper Mills, Inc.	**1013A**
Mobil Chemical Company, Plastic Packaging Division	**503**
Quest Chemical Corp.	**Constitution 1**
Rockwell Chemical Inc.	**920**
Scott Paper Company	**Island 417**
Sigma & Omega Plastics	**105**
Stevens & Thompson Paper Company	**110**
Tagsons Papers, Inc.	**824**
Texize	**726**
U.S. Mat & Rubber Co., Inc.	**827**
Webster Industries, Inc.	**510**
White Mop Wringer Company	**418**

MATERIAL HANDLING PRODUCTS

	Booth
Bulman Products, Inc.	**513**
Econoco Corporation	**403**
Marsh Stencil Machine Company	**714**
Mobil Chemical Company, Plastic Packaging Division	**503**
Robbie Manufacturing, Inc.	**1003**
Ryder Truck Rental	**905**

COMPUTER PRODUCTS

	Booth
CPI, Inc.	**519**
Distribution Resources Co.	**Constitution 3**
Dynamic Computer Systems, Inc.	**805**
The Lockwood Association, Inc.	**1012**
Standard Paper Software Marketing Corp.	**1009**
Structured Computer Systems, Inc.	**224**
U.S. Mat & Rubber Co., Inc.	**827**
Universal Business Systems, Inc.	**723**

TAPES

	Booth
Better Packages	**311**
Cyklop Strapping Corporation	**828**
Decker Tape Products Co., Inc.	**123**
Fabian Taping Dispenser Corp.	**806**
I.R. Industries, Inc.	**222**
Intertape Systems Inc.	**Constitution 19**
3M Tape & Allied Products	**100**
Nifty Packaging Products	**102**
Peacock Products, Inc.	**325**
Shuford Mills Tape Division	**428**

OTHER

	Booth
Candle Corporation of America	**608**
Drackett Products Company	**609**
Eddie Goodman Co., Inc.	**Constitution 10**
Marvel Lighting Corporation	**507**
Nice-Pak Products, Inc.	**1016A**
Printwrap Sales, Inc.	**926**
Supreme Lighting Corp.	**924**

WHY SELL LESS THAN THE BEST?

AFV. Top Quality Envelopes. Top Quality Service. For Nearly Three-Quarters Of A Century.

You want to offer your customers the best envelopes available. That means AFV.

You want the best service available. That means AFV.

We've been in business since 1914. We know what you expect. And we know how to give it to you. Top quality envelopes. Top quality service.

Take A Look At Our Products.

- TYVEK® ENVELOPES
  We were the first manufacturer in the world to produce them!
- KRAFT ENVELOPES
  Our expanding envelopes set the standard for the industry.
- FILING PRODUCTS
  Our innovative designs include AFV's patented expanding filing jackets.

And Take A Look At Our Service.

- Three manufacturing centers across the U.S. to get the product out quickly.
- A wide range of products in inventory.
- Custom manufacturing capabilities.
- Toll free number for ordering.

The World's Leading Specialty Envelope Manufacturer.

We've spent over seven decades establishing a reputation for excellence. We can give you the quality products your customers deserve, the quality service *you* deserve. Why settle for less?

To learn more about what AFV can do for you, return the coupon below or call:

TOLL FREE 800-AFV-6262.

AFV

YES! I want to sell the best. Please send more information.

NAME ____________________ TITLE ____________

COMPANY ________________________________

ADDRESS ________________________________

CITY ______________ STATE __________ ZIP __________

TELEPHONE (   ) ________________________
area code

TYPE OF BUSINESS ________________________

Mail To: AFV National Headquarters • Pusey & Mildred Avenues
P.O. Box 49, Collingdale, PA 19023-0049

AMERICAN FIBER-VELOPE MFG. CO. ENVELOPE PRODUCTS DIVISION
National Hq. & Eastern Mfg. Division • Pusey & Mildred Aves., P.O. Box 49 • Collingdale, PA 19023-0049 • (215) 586-7200
Midwestern Mfg. Division • P.O. Box 249, Gurnee, IL 60031-0249 • (312) 249-4500
Western Mfg. Division • 14301 Alondra Blvd., P.O. Box 99 • La Mirada, CA 90637-0099 • (714) 523-2631

1986 Convention & Exposition Policy Statement

The National Convention of the paper/plastics and allied products distribution industry is held each year to create a legal forum for the exchange of product information and management ideas among paper merchants, suppliers, and manufacturers' representatives.

This annual meeting and the related Paper/Plastics & Allied Products Exposition is organized, coordinated, promoted and planned by the National Paper Trade Association, inc. (NPTA). It is the purpose of the Association to encourage and foster the broadest, most convenient range of contacts between all industry representatives, in addition to providing an atmosphere of sociability and idea exchange. In order to accomplish these goals, NPTA urges your cooperation with the following policy:

For Paper Merchants and Manufacturers Representatives

1. ***Support*** the efforts of the suppliers who exhibit at the ***Paper/Plastics & Allied Products Exposition.*** They are providing a most efficient and convenient way to meet key manufacturing executives and learn about new products.

2. ***Support*** the efforts of the registered manufacturers maintaining hospitality suites at the ***Official Convention Hotels.***

3. ***Attend*** the official Convention meetings and workshops, especially the ***General Business Session*** on Sunday morning at 10:00 a.m. Invite your suppliers to attend; the meetings are for them also. Resist individual supplier appointments that conflict with Convention meetings and workshops.

4. ***Encourage*** your suppliers to participate in the Convention and Exposition at the Official Convention Hotels so as not to detract from the efficient operation of the meeting, by expanding the radius of their activities. Let them know that it is easier and more efficient for you, the customer, to visit with them at the Official Convention Hotels. Resist meetings in other locations.

5. ***Purchase*** tickets for the Chairman's Luncheon on Convention Monday for members of your firm and for your suppliers. By doing so you will be supporting the efforts of the ***Paper And Plastics Education Research (PAPER) Foundation.*** In addition, greater industry participation in this function will enhance the stature of the ***Stanley O. Styles Industry Excellence Award.***

6. ***Provide NPTA*** with feedback regarding positive and negative aspects of the Annual Convention and suggestions for change.

For Manufacturers, Converters and Suppliers

1. ***Look*** upon the NPTA Annual Convention and Exposition as the premier opportunity to meet with a maximum number of customers and potential customers in a most economic and efficient way. Come prepared, organized and directed to get the most out of this event.

2. ***Participate in the Paper/Plastics & Allied Products Exposition*** by using booth space on the floor of the show to meet the greatest number of customers and potential customers.

3. ***Maintain*** hospitality suites in the ***Official Convention Hotels*** because it affords paper merchant customers the efficiency of visiting a maximum number of suppliers in a minimum amount of time.

4. ***Maximize*** your influence and presence at the Convention and Exposition by informing attendees of your products, services and the whereabouts of your company by advertising in the **only official** Convention publication: **MN's Official Guide to the 1986 Convention & Exposition**

5. ***Attend the General Business Session*** on Convention Sunday at 10:00 a.m. Encourage your customers to attend. Do not schedule meetings to conflict with NPTA meetings, and attend as many meetings and workshops as is feasible.

6. ***Inform NPTA*** of your reception and other social plans, so that the Association can assist you in finding proper space. In addition, the Association can inform you of other supplier plans, so that conflicts do not arise with similar paper merchant groups that may be invited to receptions and other social events. NPTA is here to assist you so that all suppliers may derive maximum benefit from the events you schedule.

7. ***Purchase*** tickets to the Chairman's Luncheon on Convention Monday. It is the only "official" social event of the Convention. Attend the event yourself and invite your customers. Make it part of your Convention planning. In addition your attendance supports the efforts of the ***Paper And Plastics Education Research (PAPER) Foundation.*** A large turnout also will assist in enhancing the stature of the ***Stanley O. Styles Industry Excellence Award*** which will be presented at the luncheon.

8. ***Request*** badges for your official staff **only**. Unofficial badges given to merchant customers or others to avoid nonmember registration fees will result in embarrassment and suspension from participating at future Conventions. Don't forget, **only** paper merchants and manufacturers representatives are allowed to attend. End user customers are **not** welcome.

9. ***Provide NPTA*** with feedback regarding positive and negative aspects of the annual event and suggestions for change.

If any questions should arise regarding the above policy, please contact John J. Buckley, Jr., NPTA president at 111 Great Neck Road, Great Neck, NY 11021: 516-829-3070.

For information on exhibiting at the Paper/Plastics & Allied Products Exposition, contact: Ed Ruffing, exhibit manager, Scherago Associates, 1515 Broadway, New York, NY 10036; 212-730-1050.

To place an ad in the **Official Guide,** contact Richard J. Lerman, director of advertising, **Management News** magazine, 111 Great Neck Road, Great Neck, NY 11021; 516-829-3070.

WHY SELL LESS THAN THE BEST?

AFV. Top Quality Envelopes. Top Quality Service. For Nearly Three-Quarters Of A Century.

You want to offer your customers the best envelopes available. That means AFV.

You want the best service available. That means AFV.

We've been in business since 1914. We know what you expect. And we know how to give it to you. Top quality envelopes. Top quality service.

Take A Look At Our Products.

- TYVEK® ENVELOPES
  We were the first manufacturer in the world to produce them!
- KRAFT ENVELOPES
  Our expanding envelopes set the standard for the industry.
- FILING PRODUCTS
  Our innovative designs include AFV's patented expanding filing jackets.

And Take A Look At Our Service.

- Three manufacturing centers across the U.S. to get the product out quickly.
- A wide range of products in inventory.
- Custom manufacturing capabilities.
- Toll free number for ordering.

The World's Leading Specialty Envelope Manufacturer.

We've spent over seven decades establishing a reputation for excellence. We can give you the quality products your customers deserve, the quality service *you* deserve. Why settle for less?

To learn more about what AFV can do for you, return the coupon below or call:
TOLL FREE 800-AFV-6262.

AFV

YES! I want to sell the best. Please send more information.

NAME ______ TITLE ______

COMPANY ______

ADDRESS ______

CITY ______ STATE ______ ZIP ______

TELEPHONE (   ) ______
area code

TYPE OF BUSINESS ______

Mail To: AFV National Headquarters • Pusey & Mildred Avenues
P.O. Box 49, Collingdale, PA 19023-0049

AMERICAN FIBER-VELOPE MFG. CO. ENVELOPE PRODUCTS DIVISION
National Hq. & Eastern Mfg. Division • Pusey & Mildred Aves., P.O. Box 49 • Collingdale, PA 19023-0049 • (215) 586-7200
Midwestern Mfg. Division • P.O. Box 249, Gurnee, IL 60031-0249 • (312) 249-4500
Western Mfg. Division • 14301 Alondra Blvd., P.O. Box 99 • La Mirada, CA 90637-0099 • (714) 523-2631

1986 Paper/Plastics & Allied Products Exposition

Listed here are all of the companies exhibiting in the 1986 Paper/Plastics & Allied Products Exposition. Use this resource and keep it for future reference.

ABC COMPOUNDING CO., INC.

Booth 821

6970 Jonesboro Road
Morrow, GA 30260

Private label cleaning compounds, powders, liquids, and aerosols; over 600 products and will private formulate to specific requirements; In house art department and private fleet of tractor/trailers resulting in significantly reduced freight cost. Call us at 800-241-4932.

Contact: Doug Armistead, Vice President 800-241-4932

A&E PLASTICS INC.

Booth 220

14505 Proctor Avenue
Industry, CA 91749

A vertically integrated manufacturer of premium quality packaging for retail meat and produce, and disposable containers for the foodservice industry. THE SELL OUT® foodservice line offers clear and opaque hinged lid containers and two-piece platters. Tight closures, anti-fog coatings and cut-on surfaces are only a part of the uniqueness of these products.

Contact: Alvin Berke, Director/Marketing 818-968-3801

ADCO SPECIALTIES INC.

Booth 1021A

Box 47
Red Bank, NJ 07701

Wipers - paper and non-wovens for industry and the food service market. Aprons, treated dust cloths, etc.

Contact: A. D. O'Connor, President 201-530-7555

ADMIRAL FOLDING BOX COMPANY INC.

Booth 909

102 Pleasant Valley Street
Methuen, MA 01844

Manufacturers of folding gift and garment boxes for every apparel and chinaware purpose. This is a stock line of Christmas and everyday designs with a pre-wrap look. All standard stock sizes available in depth for at-once delivery. Custom designs and industrial cartons for quantity users.

Contact: Sidney Feinstein, National Sales Manager 617-685-0333 / 617-395-6590

ALCAN FOIL PRODUCTS

Booth 121

4451 Robards Lane
Louisville, KY 40232

See our ad page 17

A manufacturer of aluminum foil rolls, pop-up sheets and laminated sheets. Rolls and pop-up sheets are available in the most popular sizes. Alcan exclusives include Cash'n Carry pop-up sheets, Quarter Miler and Deli Pops. Alcan also offers PVC cutter box film and perforated sheets. Call us at 800-826-2876.

Contact: Robert C. Shemming, National Sales Manager 502-459-1900

ALLIANCE RUBBER COMPANY

Booth 201

P.O. Box 599
Franklin, KY 42134

If you bind, bundle, tie or bunch, hold everything 'til you talk to Alliance. Since 1923, we've been making rubber bands for every industrial need and developing new ones as needs arise. We're specialists! We make rubber bands and only rubber bands. Call the Hold Everything People at toll free 1-800-626-5940.

Contact: Bonnie Swayze, Vice-President Sales & Marketing 502-586-3218

ALUMAX FOILS, INC.

Booth 1018

6100 So. Broadway
St. Louis, MO 63111

Displays of aluminum foil rolls and pop-ups used by the food service industry. Call us at 800-325-9501.

Contact: Robert G. Wood, Marketing Manager-Food Service 314-481-7000

AMERICAN CELLOPHANE & PLASTIC FILMS

Booth 202, 204, 206

One Galen Street
Watertown, MA 02172

Can liners, standard & premium (Bag'm) product lines; tubular stock poly bags, bakery bags, poultry bags, ice bags, stock design produce bags, restaurant left-over bags, meat bags, banquet roll table covers, Amcel plastic cutlery, consumer packs and industrial. Straws and all types of styrene cups.

Contact: Nathan Weiss, Vice President Sales/Marketing 617-924-0800

AMERICO MANUFACTURING COMPANY, INC.

Booth 115

6224 No. Main Street
Acworth, GA 30101

See our ad page 47

A basic manufacturer of floor machine pads, hand scrubbing pads, walk-off mats, and urinal screens. Americo mats come in four styles, each with twelve basic sizes and six basic colors. Urinal screens come in three styles, colors, and fragrances; and pads in the standard colors and sizes.

Contact: Kenneth S. Koblitz, Vice President, Sales & Marketing 404-974-7000

AMKO PLASTICS INC.

Booth 1014, 1015

12025 Tricon Road
Cincinnati, OH 45246

See our ad pages 36-37

RETAIL PACKAGING: High impact packaging to stimulate retail sales. PROMOTIONAL PACKAGING: Trade show and retail bags can build traffic and excitement with INSERTABAG. SIX-INCH BRIDGE HANDLE: Designed to display merchandise at point-of-purchase. FULL COLOR PROCESS PRINTING: Vividly realistic process printing captures skin tones and brilliant color.

Contact: Tom Truesdell, Vice President Marketing 513-671-1777

AMOCO FOAM PRODUCTS COMPANY

Constitution Rm. 9

2100 Powers Ferry Road
Atlanta, GA 30099

Offering a full line of foodservice disposables including carryout containers, school lunch trays, tableware and casserole dishes. They are available from distributors nationwide. Restaurants, nursing homes, schools, fast food operations, hospitals, vending services, cafeterias and caterers are enjoying the quality and money saving advantages of Amoco disposables.

Contact: John A. Krause, National Marketing Manager 404-955-5595

APS AUTOVEND PACKAGING SYSTEMS

Booth 809

1275 Bloomfield Avenue
Fairfield, NJ 07006

We will be exhibiting our full line of shrink-wrap packaging systems. We will show our Econoline systems for small scale operations and our "Transport" for full scale operations.

Contact: Eric Verbeke, Sales Manager 201-575-1040

AQUA MAID PRODUCTS

Constitution Rm. 2

1 Allen Street, Box 2249
Springfield, MA 01101

Industrial wiping cloths, institutional wiping cloths, and health care disposable wash cloths.

Contact: Paul Motten, National Sales Manager 413-733-0471

ARMIN CORPORATION

Booth 409

301 West Side Avenue
Jersey City, NJ 07305

A leading nationwide manufacturer of polyethylene film and film products, including protective packaging, shrink bundling, bags (printed and unprinted), sheeting, disposable protective products for the health care and sanitary markets and roto-molded materials handling products. Our disposable products include gloves, both pe and vinyl, aprons, bibs and shoe covers.

Contact: Frank Berlin, President 201-432-8886

ARTCO CONVERTERS

Booth 1016, 1017

1 Stationery Place
Rexburg, ID 83441

See our ad page 92

Artco announcements are available in a broad line to fill all requirements for both cash and carry, and the stocking merchants.

Contact: Dennis Perry, National Sales Manager 208-356-3200

ARTISAN PLASTICS CORP.

Booth 922

10 Ferry Street
Concord, NH 03301

Artisanware™ and Glass-Lite™ are fully coordinated lines of disposable plastic dinnerware. Artisanware™ features an embossed rim in brilliant white. Glass-Lite™ is a new crystal clear line of dinnerware that shows off food just like glassware. Variety of sizes provides accurate portion control. Private label and custom packaging available.

Contact: Donald S. Carlo, Jr., National Sales Manager 603-225-5503

ATLANTIC MILLS, INC.

Booth 808

P.O. Box 680, 1325 Washington Avenue
Asbury Park, NJ 07712

See our ad page 85

Exibiting a variety of disposable wipers and aprons. Included in these are: food service wipers and aprons, wash cloths, treated dust cloths, and stretch and clean dust cloths, dust tools, industrial towels, scrim reinforced wipes, bonded cellulose-hi loft, cheesecloth and shop towels.

Contact: Lesley J. Ward, General Manager 201-774-4882

BAGCRAFT CORPORATION OF AMERICA

Booth 302, 304

3900 West 43rd Street
Chicago, IL 60632-3412

350 stock packages for supermarkets, foodservice, hotel-motel and retail packaging. New trend-food grazing packaging system, Dubl-Wax® bags, Dubl-Fresh® cookie bags, Dubl-Panel® window bags, Honeycomb™ foil sandwich wraps and bags, coated and waxed on one side sheets, coffee bags and laundry bags. New Crystalene™ supermarket packaging, new Idento™ gift packaging program, season's greetings designs, matched graphics on bags, sheets and rollstock.

Contact: Don Brown, National Sales Manager 312-254-8000

BARRIER INDUSTRIES, INC.

Booth 112

200 East Main Street
Port Jervis, NY 12771

See our ad page 98

A basic manufacturer of janitorial chemicals, Barrier Industries will feature its full-line of cleaning products available to distributors under Barrier or Private Label. Products will include floor finishes and waxes, detergents, disinfectants, handsoaps, bowl and bathroom cleaners, automotive products and industrial chemicals.

Contact: Ben Elder, National Sales Manager 914-856-6633

BEACH PRODUCTS

Booth 108

One Paper Place
Kalamazoo, MI 49001

Offering a complete line of disposable napkins, cups, plates, tablecovers, coasters and placemats with a full range of sizes. Custom printing is available on all items. The company features over 30 contemporary Designer Colors that are available plain or custom printed.

Contact: Rick Atkins, Sales Manager/Special Markets 616-349-2626

BEDFORD INDUSTRIES, INC. & BEDFORD PLASTICS, INC.

Booth 119

1659 Rowe Avenue
Worthington, MN 56187

Top quality tie ribbons available in retail packs, cuts, gangs, spools, spoollees. Double and single wire, paper, plastic, and plastic/paper. Solid Phase Pressure Formed (SPPF) polypropylene bowls, lids and trays in clear, colors and prints. Microwavable retail food storage containers. Crystallized PET containers and trays.

Contact: Mr. Kim Milbrandt, Director 507-376-4136

BEIER & COMPANY

Constitution Rm. 11

800 E. River Street
Dixon, IL 61021

See our ad pages 16, 28, 84 & 114

This year Beier features a comfortably furnished booth where serious distributors may sit down with key, Beier sales executives to discuss the Beier "Partners in Profit" lines of hospitality, decorative, and custom print bags, wrap and quality, converted paper products.

Contact: Dwight Young, Director/Marketing 815-284-6666

BERWICK INDUSTRIES, INC.

Booth 704, 706

80 E. Ridgewood
Paramus, NJ 07652

See our ad page 71

Berwick has recaptured the lead with our new Splendorette® line — Splendorette® ribbons, star bows, pom-pom bows and curling ribbon will be available in 30 colors! New colors include copper, vanilla, navy, melon, mauve, hunter, french blue, and better times.

Come to our booth display for new ideas in gift wrapping.

Contact: Rick Norton, National Sales Manager 201-265-7710

BETTER PACKAGES

Booth 311, 313

19 Forest Parkway
Shelton, CT 06484

Electric, electronic and manual gummed tape machines; pressure sensitive tape dispensers; package sealers; label and envelope moisteners; electronic USPS/UPS weighing systems; mailing machines for USPS meters/UPS registers.

Contact: William F. Meyer, Jr., National Sales Manager 203-926-1087

BOAS BOX COMPANY

Booth 210

44 Greenfield Avenue
Ardmore, PA 19003

Immediate shipment of over 270 sizes and styles of gift, jewelry, and florist boxes. Ten new colors, plus Gleam Wite and natural kraft. Customize by metallic hot stamping or printing. Also related retail packaging items. Call toll free: 800-BOAS BOX.

Contact: David Groverman, President 215-649-6100

BULMAN PRODUCTS, INC.

Booth 513

1650 McReynolds NW
Grand Rapids, MI 49504

See our ad page 61

Featuring a line of food service, gift wrap and packaging/shipping supply dispensers and racks. Especially featured is its Ekdahls line of Pack-Benches and equipment and Bulman's line of food wrap dispensers for cling film.

Contact: Jack Kirkwood, President 616-363-4416

CANDLE CORPORATION OF AMERICA

Booth 608

141 W. 62nd Street
Chicago, IL 60621

Products exhibited include: candelabras, candles in glass VENETIAN, candle warmers for food and beverage, taper candles, candle lamps, fuel lamps, Chafe Safe. New product feature OMNI liquid wax disposable fuel cartridge.

Contact: Ronald M. Struebing, National Sales Director 312-207-2000

CARROLL COMPANY

Booth 1010

2900 W Kingsley RD
Garland, TX 75041

See our ad page 34

A complete private label or branded name janitorial chemical program including liquids and powdered products. The program includes soaps, cleaners, aerosols, finishes, sealers, strippers, disinfectants, deodorants, deodorant blocks, restroom cleaners of all types, drain openers, floor sweeps, and specialty items. A dispenser program for laundry and warewash products.

Contact: Craig Neely, National Sales Manager 214-278-1304

CELLOPLAST INC.

Booth 109

375 North Street
Teterboro, NJ

CELLOPLAST INC. is the original manufacturer of the T-Shirt bag made from linear low density polyethylene sold under the name CHECKMATE. Stock and custom prints available in 14 sizes from 7-1/2 x 4-1/2 x 17-1/2 to 23 x 10 x 35. Printing up to three colors on two sides. For more information contact booth # 109.

Contact: Peter Hoffman, Area Sales Manager 201-488-6160

CELLUCAP MANUFACTURING COMPANY

Booth 321

4626 N. 15th Street
Philadelphia, PA 19140

Offering a full line of sanitary disposable headwear including: paper overseas caps, three styles of chef hats, nylon hairnets, institutional caps (OR style), tiaranets, ladies' headbands, utility caps, beard protectors and bump caps. Call us at 800-523-3814.

Contact: John Twamley, Vice President - Sales 215-324-0213

CENTURY PACKAGING, INC.

Booth 228

600 House Way D-5
Roswell, GA 30076

Zippered Garment bags, imported as well as bags made in the USA. Retail store labels — foil and embossed — hot stamped.

Contact: E. J. Wegener, President 404-998-8080

CHAMPION INTERNATIONAL CORPORATION

Booth 225, 227

P.O. Box 271
Walden, NY 12586

Visit our booth to see our new, innovative shopping bags.

Contact: Robert E. Costa, General Sales Manager 914-778-5511

CHESAPEAKE FIBER PACKAGING CORPORATION

Booth 910, 912

11000 Gilroy Road
Hunt Valley, MD 21031

BAKERY PRODUCTS: Plain boxes, windowed boxes, decorated windowed boxes; Bakery Bags, plain and waxed and decorated. CORRUGATED PRODUCTS: Circles, trays, pads, boxes, Pizza boxes. FOOD SERVICE PRODUCTS: Chicken boxes, carry-out-trays, pizza boxes.

Contact: Howard S. Feldman, Director of Marketing 301-666-2233

CHICOPEE

Booth 307

317 George Street
New Brunswick, NJ 08901

STRETCH 'n DUST™ Cleaning Cloth, MASSLINN™ Cleaning Cloth and CHICOPEE™ Dusting Tools for your customers' dusting needs. For industrial wiping, CHICOPEE DURAWIPE™ Towels and CHICOPEE Soft Cloth. For recreational needs, CHIX® Sports Towel and MASSLINN Sports Towel and CHIX Tee Towels. For foodservice, FRESH GUY™ Cloth Towels, CHIX Foodservice Towel, CHIX Wet Wipes and CHIX Aprons.

Contact: Nick Hrinko, Product Director 1-800-TEL-CHIX

CLARK PAPER CONVERTING CORP.

Booth 309

1625 Potrero Avenue
S. El Monte, CA 91733

Shieldor, Armdor, Peldor, Rolldor and Firmdor paper toilet seat covers and dispensers.

Contact: Merle Sukut, Vice President 818-442-5652

CLEAR SHIELD NATIONAL, INC.

Booth 622

1175 S. Wheeling Road
Wheeling, IL 60090

Disposable plastic tableware - retail packaged cutlery, cocktail glasses and tumblers. Individually wrapped cutlery and kits containing napkin, straw and condiments for use as school kits and restaurant packets. Plastic Carnival drinking straws (bagged and individually wrapped) and cocktail stirrers.

Contact: Roger D. White, Sales Manager 312-541-2900

BEN CLEMENTS & SONS, INC.

Booth 504, 506

50 Ruta Court
So. Hackensack, NJ 07606

TACH-IT tag attaching and joining division of Ben Clements & Sons, Inc. exhibiting new complete expanded line of polypropylene and nylon attachments including TA[illegible]L-PRUF tagging barbs, display HOOK-UPS, DUBL-HEADER security loops and cable ties. Hand held TACH-IT 2 and mini TACH-IT tagging guns, manual, electric and pneumatic tagging and joining equipment.

Contact: Stanley Clements 201-440-5500

COASTLINE PACKAGING INC.

Constitution Rm. 6

2574 N. University Dr.
Sunrise, FL 33322

Specializing in small runs of retail bags sold exclusively through distributors. Products include patch handles, poly draws, garment rolls, merchandise bags, rigid handles and litter bags. Coastline also features imported poly coated paper "BOUTIQUE BAGS," exclusive "EUROBAGS," drawstrings, shoppers and other imported packaging.

Contact: Harvey Rosenbloom, President 305-748-0066

COMET PRODUCTS, INC.

Booth 326, 328

6 Stuart Road
Chelmsford, MA 01824

Exhibiting clear plastic disposable drinkware, dinnerware, stemware, portion cups and dessert dishes with lids, promotional tumblers, stock print and special print tumblers, tinted tumblers and dinnerware, retail packages, soft plastic clear unbreakable tumblers, hotel/motel wrapped room tumblers and new dual-ovenable CPET trays.

Contact: Gary Seligson, Executive Vice President 617-256-6551

COMFORT SANITARY PRODUCTS, INC.

Booth 216

5604 Stone Avenue
Cleveland, OH 44102

A product line that includes: Comfort Plus™ maxipads, Comfort Plus™ tampons, available in both vended and institutional packaging, Comfort Plus™ vending machines, institutional first aid kits, sanitary napkin receptacles, sani-bags, and other related feminine products. Call us at 800-321-2919.

Contact: Larry Frankel, President 216-281-6066

CONTINENTAL EXTRUSION CORPORATION

Booth 725, 727

2 Endo Boulevard
Garden City, NY 11530

Manufacturers of a complete line of hi and low density polyethylene bags for retail food, retail non-food and promotional use. New products this year include Stock Food Bags and Clear Bakery Bags. Also: Superbag, Superbag Jr., deli-bags, Check-Sak, patch handle, The Twistlock System, duffle bag, domestics bag, gourmet packaging.

Contact: Miriam Uhlan, Marketing Services Manager 516-832-8111

CPI, INC.

Booth 519, 521

Rte. 34 & Artisan Way
Colts Neck, NJ 07722

See our ad on Inside Back Cover

CPI'S PAPER TIGER is the result of thousands of hours research into the specific operational requirements of the paper merchant. It is the ONE custom software system that gives you instant access to accurate, timely data that helps provide your customers with better service PROFITABLY. Already on line and running in paper merchant operations throughout the U.S.A., PAPER TIGER is the PROVEN, COMPLETE SYSTEM FOR THE PAPER MERCHANT.

Contact: Philip E. Sturm, President 201-462-8900

CPL INDUSTRIES (DIVISION OF COLGATE PALMOLIVE CO.)

Constitution Rm. 24

101 N. Summit Street
Tenafly, NJ 07670

Providing a full-line of brand name cleaning products that includes various Ajax Cleaning Products, Palmolive Dishwashing Liquid, Dynamo and Fab Detergents. In addition, CPL products include Sterno Canned Heat, Sterno Wick and Handy Fuel. Institutional non-woven wipes are also provided.

Contact: A. P. Chadourne, Director - Marketing 201-568-2330

THE CROWELL CORPORATION

Booth 528

Crowell Road at Harding Avenue
P.O. Box 3227
Newport, DE 19804

Will exhibit Samson and Tufftape reinforced and plain gummed sealing tapes, as well as CRO-NEL® and NYVEL® cold seal packaging materials.

Contact: Jerome J. Kipnees, Vice President Marketing 302-998-0557

CROWN ZELLERBACH

Booth 320, 322

One Bush Street
San Francisco, CA 94104

See our ad pages 106 & 107

The Service Products Business Unit of Crown Zellerbach manufactures a broad line of towels, tissue, napkins and non-paper items for the away from home market. Crown is highlighting their "Specialty" items in each broad product catagory.

Contact: Ken Vuylsteke, Director of Marketing 415-951-5266

THE CRYSTAL TISSUE COMPANY

Booth 404

P.O. Box 449
Middletown, OH 45042

Full-line of tissue for the retail packaging, gift wrapping and floral industries, featuring DESIGNER COLORS, stock prints, custom printed, colored waxed florist tissue and white. Also, industrial specialty grades.

Contact: William P. Glancy, Manager - Printed Products 513-423-0731

CYKLOP STRAPPING CORPORATION

Booth 828

Boot Road
Downingtown, PA 19335

Complete line of manual and electronic gummed tape dispensers with printer, dater and repeater accessories and an assortment of manual strapping systems and non-metallic strapping products.

Contact: Edward L. Minchew, Vice President-Sales 215-873-0290

DART CONTAINER CORPORATION

Booth 610, 612, 614

500 Hogsback Road
Mason, MI 48854

Insulated foam plastic cups, containers and bowls; single service impact and foam plastic plates and bowls; foam plastic hinged-lid trays; plastic cutlery; thermoformed plastic cold cups and food containers; custom and stock printed cups and containers.

Contact: B. Gordon Byron, Sales Manager 517-676-3800

DATACOM, INC.

Booth 807

P.O. Box 990
301 Lakeside Drive
Horsham, PA 19044

Exhibiting a full line of paper products, add rolls, cash register rolls, bond copy rolls; legal, ruled and scratch pads, quadrille pads, desk and easel pads and steno books; complete line of file folders — manila, hanging, colored, pressboard, partition and reinforced as well as file guides and index cards; clasp and catalog envelopes.

Contact: Roman Loewen, Manager 215-443-5700

DECKER TAPE PRODUCTS CO., INC.

Booth 123

6 Stewart Place
Fairfield, NJ 07006

A leading converter/printer of pressure sensitive tape. Decker Tape offers the distributor a complete line of paper, film, packaging, strapping, cloth, teflon, double-coated, and other specialty tapes. These products, as well as other services, will be exhibited.

Contact: Jack Decker, Vice-President 201-227-5350

DELTAPAPER

Booth 1011

4272 Wissahichon Avenue
Philadelphia, PA 19129

Kraft wrapping paper, Packers New Spirit, Bleached Butchers, Flat and Indented Bogus, PE Coated Papers, Waterproof and Waterproof reinforced papers, Animal Cage liners, packaging pads, flexographic printing, laminating, sheeting, slitting, rewinding, trimming, specialty packaging papers.

Contact: Wm. Bregman, President 215-226-6700

DISTRIBUTION RESOURCES CO.

Constitution Rm. 3 & 4

6061 South Willow Drive
Englewood, CO 80111

System for distributors is a fully integrated distribution management system for the HP 3000. It is designed to meet the distributor's requirements for sales order processing, purchase order processing, inventory control, shipping, billing, accounts receivable, accounts payable and general ledger. SFD helps the distributor improve customer service, control inventory and cash flow, boost profits, deal more effectively with competition, and increase productivity.

Contact: Sherry Hinds 303-889-4500

DOUGLAS STEPHEN PLASTICS, INC.

Booth 720, 722

P.O. Box 2775, 22-36 Green Street
Paterson, NJ 07509

Full line of proprietary and custom disposable products; vending and food service containers; pie wedges, ice cream containers; clear dome and flat lids for plastic, paper, china, and glass bowls, plates, glasses, and aluminum pans; cater-platters; cookie, bakery, and specialty food trays, food service and retail cutlery kits and bulk cutlery.

Contact: Eddie Toby, Vice President Sales 518-692-2211

DRACKETT PRODUCTS COMPANY

Booth 609, 611, 613

5020 Spring Grove Avenue
Cincinnati, OH 45232

See our ad page 41

Exhibiting their nationally branded, high quality items such as WINDEX, ENDUST, BEHOLD, MAXI-MATIC, RINSE-MATIC, MAXI-ANGLER, MAXI-LOK, DRANO AND VANISH. Dorex "BEER/CLEAN" glass cleaner, mineral solvent, sanitizer; quality chemical products and accessory equipment for the food and beverage service industry.

Contact: Joseph E. Lemmel, Administrative Operations Manager 513-632-1520

DUNI CORPORATION

Booth 125, 127

9073 Deerbrook Trail
Milwaukee, WI 53223

Manufacturers of the following disposable products: Dunicel® tablecovers, napkins, placemats, banquet rolls, Duni® 2 and 3-ply tissue napkins, Duni® paper plates and placemats, Duni® coasters and paper/plastic tablecovers, Dunilin® hot towels, and Duni® crystal line soft glasses.

Contact: Steve Lefebvre, President 714-994-6300

DURO BAG MFG. CO.

Booth 413

Davies & Oak Street
Ludlow, KY 41016

Grocery bags and sacks, millinery and notion bags, waxed bags, carrier bags, paper and plastic shopping bags and PLAS-T SAKS.

Contact: Paul Feldman, Vice President of Sales 606-581-8200

DYNAMIC COMPUTER SYSTEMS, INC.

Booth 805

169 River Street
Troy, NY 12180

Computer systems specifically designed for the paper distribution industry.

Contact: Robert Finkle, President 518-272-5696

ECO-LINE, DIVISION OF ECONOMICS LABORATORY, INC.

Booth 710

Osborn Building
St. Paul, MN 55102

Manufacturers and marketers of specialty cleaning products and equipment with an extensive line of warewashing, sanitation, laundry and housekeeping products to the foodservice and hotel/motel industry.

Contact: D. W. Kallgren, Manager, Support Functions 612-293-2233

ECONOCO CORPORATION

Booth 403, 405, 407

300 Karin Lane
Hicksville, NY 11801

See our ad page 21

Complete line of gift wrap paper cutters; including single roll, two tier, three tier and the new five roll revolving station; polished chrome polyethylene roll dispensing equipment; printed zippered vinyl garment covers; printed polyethylene garment bags; the "Misty" steamer — commercial steamer for garments, drapery, furniture, fabric, etc.

Contact: J. M. Rosenberg, Vice President 516-935-7700

EDDIE GOODMAN COMPANY, INC.

Constitution Rm. 10

25 Bond Street
Haverhill, MA 01830

Manufacturer of gift boxes, offering a variety of colors as well as white. Boxes may be hot stamped or ink printed. The company also manufactures millinery boxes that can be printed and used as hat boxes or by retailers selling balloons.

Contact: Joe Zarcaro, National Sales Manager 1-617-374-0555.

EKCO PRODUCTS, INC.

Booth 323

777 Wheeling Road
Wheeling, IL 60090

Manufacturer of disposable food containers in aluminum foil, clear plastic, ovenable paperboard and new dual-ovenable plastic. Ekco's full-line of containers are designed to help merchandise food in retail bakeries and delis, supermarkets, restaurants, convenient stores, hospitals, volume feeding, and vending.

Contact: Larry Greenberg 312-459-1500

EPCO, INC.

Booth 1002

763 Waverly Street
Framingham, MA 01701

Frankfurt holders, disposable foil and laminated ashtrays, aluminum container lids, butterchips, ice cream dishes, pie wedge plates, sandwich and vending boards, barbecue oven trays, decorated window cake boxes, cookie boxes, foil cake circles, caterer's platters, foil laminated take-home boxes, custom die cuts, and foil laminated specialties.

Contact: Robert S. Epstein, President 617-879-3630

EPIC INDUSTRIES

Constitution Rm. 14

710 Middlesex Avenue
Metuchen, NJ 08840

Complete line of detergents, disinfectants and deodorants in liquids, aerosols, powders; ice melters, tablets and blocks. Complete warewashing and laundry programs. Liquid, powdered and cartridge hand soaps and dispensers. Entire line available under Epic's well-known trademarks, distributor and national private labels. Locations in Metuchen, NJ, Romulus, MI, Houston, TX and City of Industry, CA.

Contact: Carol Akselrad, National Marketing Manager 201-549-3200

ERVING PAPER MILLS

Booth 412, 414

1 Arch Street
Erving, MA 01344

See our ad page 49

Paper napkins, semi-crepe dispenser and bulk packaged, 1-ply, single and multiply facial. Paper towels — singlefold, multifold, ceefold, hardwound roll and household roll. Banquet rolls, folded table covers, placemats and colored napkins. Industrial wipers, paper specialties, custom printed napkins and placemats. Tray covers, coasters, bathroom tissue and facial tissue.

Contact: David G. Oxley, Vice President of Marketing 617-544-2711

EQUALITY/STRIBBONS

Booth 214

11 East 26th Street
New York, NY 10010

See our ad page 31

"Snap-On"™ gift package decorations are the only complete available line of pre-tied elastic stretch loops designed to beautify and simplify gift packaging at low cost. Exciting metallic and fabric roses, carnations, starburst sprays, stretch cords, twisted cord, hot stamped ribbon, Bow-A-Ribbon, pull bows and foil gift cards are offered. There are many items for Christmas '86 such as metallic bells, candy canes, metallic holly, poinsettas and holly with cone, all attached to a stretch loop for easy package decorating.

Contact: Melinda Scott, Sales Manager 212-532-3000

FABIAN TAPING DISPENSER CORP.

Booth 806

1140 Broadway
New York, NY 10001

Complete line of tape and label dispensers, bag sealers, computer dispensers.

Contact: Nat Bello, General Manager 212-686-4343

THE FONDA GROUP, INC.

Booth 617, 619, 621

1435 Morris Avenue
Union, NJ 07083

See our ad page 80

Full-line of foodservice disposables featuring cups, plates, bowls, platters, food trays, containers, and the finest custom printing in the industry. For more information stop by our booth or contact your local Fonda representative.

Contact: Kenneth J. Freer, Vice President Sales/Marketing 201-964-0600

FORM FIT PLASTICS

Booth 508

100 Pleasant Street
Dracut, MA 01826

See our ad page 105

Manufacturer of proprietary and custom containers and lids for feeding programs (schools and hospitals), supermarkets (in-store bakery and deli), restaurants, vending applications.

Contact: David Thorpe, National Sales Manager 617-957-2943

FORSTER MFG. CO., INC.

Booth 1019, 1020

Depot Street
Wilton, ME 04294

Foodservice Disposables — round and flat toothpicks, wrapped toothpicks, toothpick dispensers, coffee stirrers, skewers, wood and plastic steak markers, cocktail forks, sandwich picks, cello frills; bulk plastic cutlery; plastic aprons, gloves and banquet rolls; brass, silver and stainless steel polishes. Health care disposables — tongue depressors, cotton-tipped applicators.

Contact: Donald Petersen, Division Sales Manager 800-341-7574

FORT HOWARD/SWEETHEART

Booth 705, 707, 709, 711, 713

P.O. Box 19130
Green Bay, WI 54307-9130

(Fort Howard Listing) — Complete line of sanitary paper products including toilet tissue, facial tissue, napkins, folded towels, non-perforated roll towels, perforated roll towels, wipers, printed napkins and placemats. Also on display are non-woven wipers and dry form wipers and washcloths. (Sweetheart Listing) — Quality single use paper and plastic products for all foodservice markets. Including cups, plates, platters, bowls, trays, containers and straws. Also, carryout containers, ice cream cones and toothpix.

Contact: Tim Reilly, Assistant Vice President 414-435-8821

FRANKLIN DISPOSABLES, INC.

Booth 511

7100 Huntley Road
Columbus, OH 43229

Four styles of disposable overseas caps will be featured, the Expand-O-Crown, lo-mesh, paper peak and the mesh peak. Also on display are continental and flair style chef hats, nylon hairnets, O R caps, beard restraints, poly aprons and gloves, poly adult and children's bibs, doggie bags and tyvek garments.

Contact: Michael J. Love, Sales Manager 614-436-1216

FREEMAN PAPER COMPANY

Booth 203

2954 Gross Street
Green Bay, WI 54304

See our ad page 18

Exhibiting Sav-Lin brand white, colored & printed place mats, white and printed Sav-Lin bath mats, white and printed Sav-Lin tray covers, Sav-Lin cut size and banquet roll table covers, Nuptial brand and Sav-Lin brand facial napkins (white, colored and printed), Medexam examination rolls. Custom slitting and rewinding.

Contact: Larry L. Swanson, President 414-336-2072

GALLOS PLASTICS CORP.

Booth 1022

2500 Old Lexington Road.
Winston Salem, NC 27107

A full line manufacturer of molded disposable drinkware and dinnerware with decorating and packaging capabilities. The company has two modern and efficient plants located on the East Coast and the Southwest to service you, the distributor, with less lead time.

Contact: Don Forrester, Vice President 919-784-8880

GENERAL PLASTICS CORP/GP PLASTICS CORP.

Booth 324

8900 N W 77 Court
Medley, FL 33166

See our ad page 113

Presenting a full line of linear low density and high molecular (hi-density) trash can liners, featuring "Tri Laminates" the latest technology in the industry. General Plastics offers: clear, colored and printed bags on rolls, headers and in dispenser cartons, plus the best on-time delivery record in the industry! Call us at 800-327-9616.

Contact: Bill Metaxas, Director of Sales & Marketing 305-888-3555

GENPAK CORPORATION

Booth 111

P.O. Box 727
Glens Falls, NY 12801

Introducing a new medium single and three compartment container as well as a small hoagie container. Also featured will be an expanded line of meat, poultry, produce and serving trays. Finally, Genpak will present a line of pleated, paper souffle and water cups, and conical water cups.

Contact: Douglas P. Marquis, Vice President, Marketing 518-798-9511

GENPAK CORP./POLYTHERM PRODUCTS

Booth 111

68 Warren Street/Box 727
Glens Falls, NY 12801

Foam hinged carryout containers in white/sesame. New are: jumbo, single/three compartment: ribs, chicken, fish; small breakfast: biscuits/gravy or complete meal; medium tray: baked potatoes, salads or chicken and biscuits. Hi-impact plates and bowls in white/almond. New are: dessert plate, 16 ounce salad bowl and 9" round single and three-compartment; clear bowls: 5, 12, and 24 ounce.

Contact: Douglas P. Marquis, Vice President, Marketing 518-798-9511

GLENMARK INDUSTRIES, INC.

Constitution Rm. 18

1100 Pidco Drive
Plymouth, IN 46563

Manufacture-converter of packaging supplies for the bakery-deli segment of foodservice requirements. We carry a complete line of items, folding cartons, pan liners, poly and waxed bags, plus all corrugated products. Stock design and custom printed are our specialty.

Contact: Mr. Jerry Gannon, Vice President of Sales & Marketing 219-936-2118

GO-JO INDUSTRIES, INC.

Booth 923

P.O. Box 991
Akron, OH 44309

Go-Jo and DermaPro hand soaps and specialty skin care products.

Contact: Kent Adams, Vice President Marketing 216-920-8100

HANDI-KUP COMPANY

Booth 308, 310, 312

190 Forrest Street
Metuchen, NJ 08840

Disposable styrofoam cups, containers, bowls, and lids.

Contact: Thomas M. Woods, Vice President, Sales 201-494-1999

HARSHAW/FILTROL PARTNERSHIP

Booth 822

30100 Chagrin Boulevard
Cleveland, OH 44124

Introducing FryLight™ — A new, easy-to-use powdered adsorbent/filter aid. Saves money on frying costs by greatly extending frying oil life. Removes soluble, as well as insoluble impurities generated during the cooking process. Preserves the delicate flavor and color of fried foods; eliminates smoking and foaming in fryer.

Contact: Vince Cerny, National Sales Manager 216-292-9241

HERITAGE BAG COMPANY

Booth 928

4434 McEwen Road
Dallas, TX 75234

Offering service coast-to-coast from manufacturing facilities located in major market areas. PRODUCT LINE: Industrial and institutional polyethylene can liners, stock and custom. Food bags and roll produce bags, stock and custom. Other tubular polyethylene bag needs.

Contact: Marsha Rutledge, Corporate Sales Coordinator 214-233-6130

HILEX POLY CO., INC.

Booth 906, 908

6049 E. Slauson Avenue
Los Angeles, CA 90040

Manufacturers of high molecular, high density printed notion and millinery, "Snappies" T-shirt sacks and counter pack bags. Serving the entire retail packaging market.

Contact: Mr. Sheldon Kritzer, Executive Vice President 213-726-0909

THE HIMOLENE GROUP

Booth 221, 223

3000 Valley Forge Circle, Suite 119
King of Prussia, PA 19406

See our ad page 19

The largest manufacturer of HMW-HDPE liners in North America with plants in Chicago, Los Angeles, Rutland and Vancouver. We will provide you with a progressive marketing package; including sales meetings and joint end user calls to introduce our products and educate your staff in our specialized presentation techniques.

Contact: Frank De Agostine, Executive Vice President 215-783-6000

HOSPITAL SPECIALTY COMPANY

Booth 306

7501 Carnegie Avenue
Cleveland, OH 44103

Manufactures and distributes nationally Gards® feminine napkins, feminine napkin dispensers, stainless steel washroom fixtures, disposable baby diapers, obstetrical pads, waste receptacles and liners. Hospital Specialty is the exclusive distributor in the United States of Tampax® tampons dispensed through vending machines. Tampax® is the registered trademark of Tambrands, Inc. Call us at 800-321-9832.

Contact: Morton L. Reitman, President 216-361-1230

IMPERIAL CUP CORPORATION

Booth 406, 408, 410

808 Fontaine Street
Kenton, OH 43326

The newest manufacturer of single service products for the food service industry. Imperial manufactures a complete line of paper and plastic vending and manual over-the-counter cups and containers. A nationwide truck fleet provides direct delivery service to insure prompt and efficient deliveries.

Contact: David Kaplan, Vice President-Sales and Marketing 419-673-0711

INDIANA CARTON COMPANY, INC.

Booth 818

Birkey & Bike Streets, P.O. Box 68
Bremen, IN 46506

Prestige, Bakers Pride, Artisto decorated cake, cookie and donut boxes. Carry-out items, one piece cake and pie boxes, wholesale delivery boxes, window bakery and donut boxes, pizza boxes. Easy to set up ideal for bakeries from single bakeries to supermarkets. Catalog available — contact Indiana Carton Company, Inc.

Contact: James C. Petty, Vice-President — Sales 219-546-3848

INLINE PLASTICS CORPORATION

Booth 226

40 Seemans Lane
Milford, CT 06460

Manufacturer of the Surelock™, innovative packaging with a unique locking system for the bakery, deli, supermarket, and food processor. The line consists of hinged lidded containers along with two piece containers and are available in 12 various sizes to meet the food service industry's needs.

Contact: Danny Kalmanides, Product Manager 203-878-8537

INTERTAPE SYSTEMS INC.

Constitution Rm. 19

4975 Fisher Street
St. Laurent, QUE H4T 1S8

A complete line of carton sealing tapes; find 7 basic grades of films, bright bold colors, quality printing and a wide range of Polyester and heavy tapes. Intertape will exhibit an extensive line of machine length rolls.

Contact: Mr. M.F. Yull, President 1-800-361-2217

I.R. INDUSTRIES, INC.

Booth 222

3 Westchester Plaza
Elmsford, NY 10523

Manufacturers, converters — wholesalers; Printed and unprinted carton sealing tape. Complete line PVC "TALKING TAPES" will be shown. Introduction of the "ECONO TAPES" printed polypropylene product manufactured in Elmsford, NY. Full line of stock prints available in both PVC and PP. Includes — Made In America, Made In USA and Seasons Greetings.

Contact: Irwin Ross, President 914-592-5173/212-733-5255

JET PLASTICA INDUSTRIES, INC.

Booth 717, 719, 721

1100 Schwab Road
Hatfield, PA 19440

A leading producer of a broad line of quality foodservice disposables. Our product line contains: "Jetware," an 80 item line of injection molded tumblers and dinnerware; a complete line of plastic cutlery available in five grades; "Jetstraw," a broad line of straws and stirrers; and "Jetfoam," a full line of foam cups, containers, bowls, lids. We market these products nationwide and over 22 items are on display at our booth. Call us at 800-JET-WARE.

Contact: Pat Hanlon, National Sales & Marketing Manager 1-800-258-2715 (Inside PA)

K-SEAL, INC.

Constitution Rm. 5

33 Westview Road
Short Hills, NJ 07078

Contact: H. B. Katz, President 201-467-0320

KAISER ALUMINUM & CHEMICAL CORP.

Booth 424, 426

300 Lakeside Avenue
Oakland, CA 94643

Aluminum foodservice wraps and containers; roll foil, cut sheets, sandwich wraps and bags, PCV film wrap. Disposable rigid foil containers, steam table pans, bakery pans, caterware.

Contact: C. G. (Chuck) Blanton, Regional Manager - Eastern 617-890-8150

KEYES FIBRE COMPANY

Booth 212

3003 Summer Street
Stamford, CT 06905

Chinet® molded fiber tableware (plates, platters and bowls) for food service distribution. Kysfoam® hinged lid containers and new tableware (laminated and unlaminated) lines.

Contact: W.L. Donaldson, VP/GM Food Service Division 203-357-9100

KEYSTONE ADJUSTABLE CAP CO., INC.

Booth 813

1591 Hylton Road
Pennsauken, NJ 08110

SAVE on disposable headwear manufactured by Keystone for over 60 years. Feature "one stop" line of sanitary caps, i.e. "Classy Cap," overseas caps, chef hats (set-up and ready-to-wear or flat-packed), food handlers' caps, chef hats with flaired tops, O.R. bouffant/nurses' caps, hairnets, hairnets with visors, beard covers, aprons, lemon covers, tyvek products and multi-printed painters' caps . . . STOP BY FOR A FREE PAINTERS' CAP AND CHECK OUR SPECIAL.

Contact: Malcolm George, President 609-663-5740

R.J. LACHMAN INC.

Booth 427

84 Modular Avenue
Commack, NY 11725

Presenting the newly expanded 1986 gift wrap catalog consisting of 214 items including matte finish papers in solid and background form. The line will feature the use of gold and silver metallized papers. Also exhibited will be the complete program of RJL gift bags.

Contact: Bob Lachman, President 516-543-6400

LAMINATIONS CORPORATION

Booth 817, 819

2254 Harrison Road
Neenah, WI 54956

Made from sturdy paperboard and available in 12 different calipers with lengths of 2-1/2" to 288", VBoard & VGuard is the product to use to guarantee *your* product protection and containment on the way to the market place. Many merchandising benefits are available to industrial packaging distributors.

Contact: Joseph N. Maehl, Vice President, Marketing 414-725-8368

LILY TRUCK LEASING

Constitution Rm. 22

1280 Soldiers Field Road
Boston, MA 02135

Transportation company that provides the following product lines: Full service truck leasing; Truck rental for short term; Contract maintenance program; Single Source leasing; Dedicated Contract Carriage

Contact: Leonard Goldberg, Sales Manager 617-254-2120

LING PRODUCTS, INC.

Booth 925

570 Enterprise Drive
Neenah, WI 54956

Manufacturers of disposable poly aprons, children and adult bibs; gloves, doggie bags and polyethylene banquet rolls. Food service bags are the newest addition to our complete line of food service items. Exam table paper is also available. Call us at 800-558-5058.

Contact: Gene R. Gunderson, Vice President, Sales & Marketing 414-725-8368

LINPAC FLEXIBLE PACKAGING

Booth 927

5275 Commerce Blvd. Airport Industrial Park
Morristown, TN 37814

Plastic retail bags, plastic grocery bags and plastic bags in general.

Contact: Mr. Chris Barton, Sales Manager 615-586-8917

THE LOCKWOOD ASSOCIATION INC.

Booth 1012, 1013

P.O. Box 17326
San Antonio, TX 78217

The Lockwood Association provides a computerized inventory control system for the wholesale paper distrubution industry. From order entry to sales analysis to general ledger accounting, Lockwood's Automated Paper Distribution System (APDS) is a complete data processing system designed specifically for industrial paper merchants.

Contact: David Mayers, Account Manager 512-824-1439

LONGVIEW FIBRE COMPANY

Booth 1000

20 Cooper Lane
Waltham, MA 02254

America's leading merchandise bag supplier with the ability to produce any kraft color to match your taste, also offers standard and non-standard bags, various basis weights, MG or MF. Their product line includes merchandise, S.O.S., drug bags, plus counter rolls. Print graphics include 100% tint with 3 color capability.

Contact: H. E. Darling, Regional Sales Manager 617-894-0040

3M/TAPE & ALLIED PRODUCTS

Booth 100

3M Center, Bldg. 220-3E-05
St. Paul, MN 55144-1000

See our ad page 97

3M tapes, tape dispensers/applicators and box sealing equipment.

Contact: Thomas H. Richards, Distributor Relations Director 612-733-7600

MACK-ALLIED/MACK-CHICAGO

Booth 411

1-02 26th Avenue
L.I.C., NY 11102

Mack-Allied/Mack-Chicago is a designer and manufacturer of corrugated products. We stock a line of corrugated mailers featuring the INDESTRUCTO, the "world's greatest" mailer. All of our products can be printed in either New York or Chicago. We also coat board for skin packaging and stock a line of self-shipping, skin packaging cartons.

Contact: Rick Hendrickson 718-932-1188

MANUFACTURERS REPRESENTATIVES OF AMERICA

Booth 525

1117 Miramar Avenue
Biloxi, MS 39530

National trade association of independent sales representatives in paper, plastics, and sanitary maintenance supplies. Booth will be staffed by association officials who will distribute membership information and answer questions about MRA's current activities and future plans.

Contact: William Bess, Administrative Director 601-374-6539

MARCAL PAPER MILLS, INC.

Booth 1013A & 1013B

1 Market Street
Elmwood Park, NJ 07407

The Service Product Division of Marcal manufactures and markets single-roll tissue, perforstein roll towel boxed, facial napkins, waxed paper and straws. The recently aquired Medallion Division markets quality custom printed and stock napkins, placemats, tray covers and coasters.

Contact: David Shapiro, Director of Sales & Marketing 201-796-4000

MARSH STENCIL MACHINE COMPANY

Booth 714

707 East "B" Street
Belleville, IL 62221

Marsh will exhibit a complete range of packaging, marking and labeling machinery and materials for industry; stencil machines inks, oilboard, markers, labeling machines, CMP multi-carton addressing systems and carton closure systems; manual and electric tape machines, semi-automatic case sealers.

Contact: P.J. Wagner, Vice President Sales 618-234-1122

MARVEL LIGHTING CORPORATION

Booth 507

222 Bridge Plaza South
Fort Lee, NJ 07024

See our ad page 66-67

A 53 year old domestic manufacturer of long life light bulbs and division of American Brands. Besides their complete line of long life incandescent bulbs and standard and special colored fluorescents, Marvel offers mercury vapors, quartz, and high pressure sodium lamps.

Contact: Paul Greenberg, Vice President - Sales & Marketing 201-944-2313

MARYLAND PLASTICS INC.

Booth 422

251 E. Central Avenue
Federalsburg, MD 21632

Full line of disposable plastic cutlery. Retail packs in 20 colors, food service kits, 100 count boxes.

Contact: George Nicoletos, Sales Manager 301-754-5566

MAYAN CONVERTING, INC.

Constitution Rm. 23

2000 Post Oak Blvd., Suite 1630
Houston, TX 77056

Complete line of industrial paper products. Kraft, news, butcher and freezer wrap. Packers news, pipe wrap, pipe pads, furniture and moving blankets, bumper wrap, interleafing, car floor mats, indented paper - (Dimple wraps), Manilla tag, news print grades, custom slitting and sheeting. Special packaging for your products, sold through distributors only.

Contact: Jim Weaver, Manager - Distributor Sales 713-877-1887

J.H. MCNAIRN LIMITED

Booth 205

125 Consumers Drive
Whitby, Ontario, CAN L1N 1C4

Manufacturer of products for food service and industrial users through leading Distributors. Waxed papers — plain and printed. Specialty bags — foil, paper, greaseproof, glassine, dry waxed. Sub wraps, pizza liners, patty and steak papers, meat packing papers, Giblet wraps. Foil laminated paper and paperboard, foil lids for take-out containers.

Contact: Ken W.A. Miller, Vice President and General Manager 416-686-2810

MEDICAL DISPOSABLES COMPANY

Booth 911

1165 Hayes Industrial Drive
Marietta, GA 30061

Manufacturer of disposable underpads, adult disposable briefs, disposable cleaners, bedside tissues and disposable washcloths. MaxiCare™, PolyCare II™, BetaCare™ and fitted channel briefs contain polymer for super absorption. All products are available in a retail consumer package as well as the standard hospital and nursing home carton.

Contact: Urban G. Mitchell, Vice President Sales/Marketing 404-422-3036

MENASHA CORPORATION SUS-RAP PACKAGING

Booth 708

4010 Suburban Drive
Danville, VA 24540

Sus-Rap®, short for suspension wrap, is a fibre board interior packing product which simultaneously cushions and blocks items in a container. It is very versatile and in many cases one design can fit many products. Sus-Rap provides edge and corner protection for shipment of wall decor, tables, glass, mirrors and auto parts. Call us at 800-558-7078.

Contact: Joseph Grygny, Product Development/Marketing Mgr. 800-558-7078

MIDWEST FILM CORPORATION

Booth 101, 103

6449 North Lincoln Avenue
Lincolnwood, IL 60645

Paperene hi density merchandise bags, retail store plastic garment bags, low density merchandise bags (Deco Bags). Low density re-inforced patch handle bags, EZ-Load (thick-thin) bags (3 configurations). Also, available in both hi and low density — toy bags.

Contact: Jerry Rosenstein, Sales Manager 312-676-3200

MOBIL CHEMICAL COMPANY, PLASTIC PACKAGING DIVISION

Booth 503, 505

1159 Pittsford-Victor Road
Pittsford, NY 14534-3876

Exhibiting a full line of food service disposables including MOBILWARE tableware, carry-out containers, school lunch and all-purpose trays. Also displayed are many styles of trash bags featuring HEFTY STEEL-SAK and several types of MOBILRAP pallet stretch films. MARKETOTE grocery sacks and SNAP-PAK food bags are also on display.

Contact: William Orem, Manager, Market Development 716-248-1568

MOSER BAG & PAPER CO.

Booth 517

3049 East 55th Street
Cleveland, OH 44127

"BREE-Thru" Panel Bags — "POLY-TOPP" Bakery Bags — program for Printed Waxed (Retail) Bakery Bags — stock and custom printed bags . . . glassine — duplex (doggie, donut and nut meat) — popcorn — pizza — submarine — drive-in (DW & Foil) — insulated foil — MG & waxed bread bags (stock printed and plain) — foil garlic — sanitary napkin disposal — motel-hotel — drug store prescription.

Contact: Ted W. Welles, President 216-341-4111

MULCO INDUSTRIES, INC.

Booth 104, 106

Moores Lane
Mulberry, FL 33860

Manufacturer of plastic translucent cups, juice cups, plastic and paper portion cups, cone and pleated water cups. Mulco Industries is headquartered in Mulberry, Fl and has distribution centers throughout the United States. Mulco's established national sales and distribution network assures you of prompt service, deliveries and reliability. Dave Goralski, National Sales Manager, invites you to visit the Mulco booth and meet corporate officers, sales representatives from throughout the country and to review Mulco's growing line of quality food service products.

Contact: David Goralski, National Sales Manager 813-425-5531

MUTUAL-PRECISION CO.

Booth 317, 319

202 Coffey Street
Brooklyn, NY 11231

We will be displaying our full-line of wrapping and stuffing tissues, including # 1 IMPERIAL, # 1 MG, # 2 MG, # 2 MF, 15# packing, industrial packing, carefree colored tissue and custom printed tissue. Also on display will be kraft paper, sisal, poly and cotton twines, and paper and chemicals for the needle trades industry.

Contact: Mark Wittcoff, Executive Vice President 718-858-9000

NICE-PAK PRODUCTS INC.

Booth 1016A

150 Mac Questen Pkwy. No.
Mt. Vernon, NY 10550

Wet-Nap moist towellettes, Nice-Pak & Holiday Inn Hotel amenities, foodservice prepacks for fast food carry-out service, school feeding kits, adult personal cleansing wipes, baby wipes, ora-cup and instant mouthwash in a cup.

Contact: Cliff Roher, Vice President, Sales & Marketing 914-664-7800

NIFTY PACKAGING PRODUCTS

Booth 102

4 Jocama Boulevard
Old Bridge, NJ 08857

See our ad page 93

Comprehensive line of shipping room supplies, including pressure-sensitive and gummed tape dispensers, stretch film systems, polypropylene strapping, tools and accessories, labeling and marking systems, aerosols, etc.

Contact: Rhoda Goetz 201-591-1140

NYMAN MFG CO.

Booth 1007, 1008

275 Ferris Avenue
East Providence, RI 02916

See our ad page 91

A single-use foodservice specialist with over 50 years experience in the industry. Nyman provides hot and cold paper drink cups in addition to its plastic cups and dinnerware in a full range of sizes, patterns, and styles to meet every single-service need.

Contact: John R. Foley, Vice President Director of Marketing

ODYSSEY PACKAGING INC.

Booth 823

71 Remington Blvd.
Ronkonkoma, NY 11779

Specializing in custom printing and converting of patch handle bags in quantities of 1000 per size and up. Our quality and service are the same, no matter how large or small your order.

Contact: J. Berns, Vice President Sales 516-981-4422

PACKRAFT, INC.

Constitution Rm. 7

320 S. Forest
Chanute, KS 66720

Manufacturer of retail packaging products. Paper bags, plastic bags, shopping bags, laminated (sheet run) apparel and giftware boxes plus softwrap and prewrap gift boxes coupled with food service bags, sheets, boxes and a complete line of accessories make Packraft a unique source for the paper merchant.

Contact: Jack Dennis, President 316-431-1551

PAPERADES, INC.

Constitution Rm. 20

27 West Broad Street
Pawcatuck, CT 06379

Paper placemats, a complete line of printed paper placemats for the disposable food service market. Stock designs include decorative, doodles, educational, ethnic, games, and geographical areas, in both economy and white bond grades. Solid decorative colors, special prints, and institutional tray covers complete the full line.

Contact: Frank C. DeCiantis, Treasurer 203-599-1480

PEACOCK PRODUCTS, INC.

Booth 325, 327

48 Woodbine Street
Bergenfield, NJ 07621

(PVC) Printed (customized) carton sealing tapes in lightweight and industrial strengths available in white, tan, clear and assorted colors. Custom printing tapes as little as 18 rolls per order in 2" x 55 yards and up. Sales to distributors only.

Contact: Eric Langslet, Vice-President 201-385-5585 / 800-221-0275

PERKIT FOLDING BOX CORP.

Booth 208

36 Poydras Street
Boston, MA 02126

A fully integrated paper mill and folding box plant producing bakery, pastry and pizza boxes. Bakery and pastry boxes are stocked in over 75 sizes in white and a unique tan color. Pizza boxes are stocked in 14 sizes. All Perkit products are manufactured of recycled board.

Contact: George Polson, Vice President Sales/Marketing 617-361-1057

PIONEER GIFT WRAP, INC.

Booth 915

2939 Vail Avenue
Los Angeles, CA 90040

Custom print and catalog gift wrap designs. Gift packs for every day and holiday gift giving. Reams, 1/2 reams, 100' and 200' cutter boxes, and 200' jewelers rolls in all designs. Printed and plain cellophane, resale rolls with private label from 5' to 100'. Prompt, reliable service. Call Toni or Cheryl.

Contact: W. R. Lake III, Marketing Manager 213-726-2473

PLASTICS, INC.

Booth 606

P.O. Box 64610
St. Paul, MN 55164

A subsidiary of Anchor Hocking, Plastics Inc. is a recognized leader in the design of beverageware, including single-serving dinnerware, Microproof® and Hi-Heat® oven dinnerware, Gourmet to Go carry-out and fluted Prestige and etched Scrollware™ servingware. Plastics Inc. also custom designs and custom prints beverageware.

Contact: Alex Graye, National Sales Manager 612-227-7371

PLYMOUTH RUBBER COMPANY, INC.

Booth 219

104 Revere Street
Canton, MA 02021

Since 1896 providing rubber bands for packaging, color coding, and industry. Contact Plymouth for all of your special bid requests.

Contact: John H. Kuhn, National Sales Manager 617-821-1470

POLAR PLASTICS MFG., LTD.

Constitution Rm. 15 & 16

480 Daniels Drive
Allentown, PA 18051

Featuring POLAR.XL, North America's newest line of crystal tumblers, cocktail glasses and dessert dishes. Polar also manufactures a comprehensive line of quality plastic disposables for the foodservice industry, including four grades of tableware, POLARONDE impact dinnerware, POLARIS plastic cups, and POLARPAC containers for food take-out and merchandizing applications.

Contact: William A. Clark, Vice President - Sales and Marketing 215-398-7400

POLYPLAST GROUP, DIVISION OF UNITED BRANDS

Constitution Rm. 8

9210 N.W. 12th Street
Miami, FL 33172

Printed and unprinted thermoformed cups, deli containers, plates, bowls (Polipak®). Extruders, converters, printers of various Hi-D and LLD film products

(T-shirt bags, polybags, printed roll stock, merchandise bags, TCL's, ice bags, bread bags, deli-bags, potato bags, etc.) We specialize in custom print business.

Contact: Gilbert Worthington, Sales Manager 305-592-8009

POLYVINYL FILMS INC.

Booth 814

Depot Street
Wilkinsonville, MA 01590

Manufacturers of flexible PVC film, will again be exhibited. They carry a full-line of foodservice film including cutter boxes and various perf films, as well as meat wrap, laundry wrap and industrial films. Poly gloves, aprons and floor mats have been added to their product line. Polyvinyl also will be displaying their fine retail item "Stretch-Tite."

Contact: Tom Connor 617-865-3558

PRIMEPAK

Booth 1021

133 Cedar Lane
Teaneck, NJ 07666

A complete line of polyethylene products ranging from industrial to retail such as pallet covers, furniture covers, mattress covers, stretch films, produce roll bags, T-shirt carrier bags, garment bags, toy bags, stock poly bags, stock produce bags, merchandise bags, specialty bags. Available in plain or printed, low density, linear low and hi-density.

Contact: Tony Bellizzi, Sales Manager 201-836-5060

PRINTWRAP SALES, INC.

Booth 926

8900 Directors Row
Dallas, TX 75247

Printer of ream roll giftwrap, selling through paper distributors. The paper is available also in half-ream and 100 foot rolls. A 130 page catalog containing samples of all-occasion and Christmas designs is offered. Inquires on the printing of custom giftwrap in low-minimums is invited and encouraged.

Contact: Scott Dudley, Vice President 214-638-1894

QUEST CHEMICAL CORP.

Constitution Rm. 1

15102 Sommermeyer
Houston, TX 77041

Manufacturer of Aerosoles, Liquids, Powders, and Waterless Hand Cleaners. Products Available under Quest Label and/or Custom Private Label.

Contact: Nick Hesselswest, Sales Manager 713-896-8188

REGAL POLY-PAK

Booth 604

125 Spagnoli Road
Melville, NY 11747

Manufacturers of the most diverse line of plastic packaging in the industry. Our catalog lists not only 20 styles of bags, but also an "alternative" package, to allow the customer a choice of product and price. We now offer 15 poly colors and over 50 exciting inks in both gloss and matte finish.

Contact: Steve Bearman, Administrative Sales Manager 516-293-6767

RIXIE PAPER PRODUCTS INC.

Booth 509

H & Quinter Streets
Pottstown, PA 19464

See our ad page 6-7

Let Rixie Paper add color to your line. We specialize in the production of high quality custom designed coasters. We print up to 4 colors in a variety of sizes and shapes. Our materials include Cupkin and Budgetboard, available in both white and vanilla stock, and pulpboard in both 35 Pt. and 45 Pt. thicknesses.

Contact: Gregory A. Krasnick, Vice President, Marketing 215-323-9220

ROBBIE MANUFACTURING, INC.

Booth 1003, 1004

10810 Mid America Avenue
Lenexa, KS 66219

Perforated to tear packaging films (cling, shrink, and stretch) and related packaging equipment. Printed Supermarket Films including new 2" PromoBands and Adaption Equipment. Other stock printed films; hotel/motel glass covers, stock print bakery designs and holiday designs.

Contact: Larry Kitsmiller, Vice President Sales/Marketing 913-492-3400

ROCHESTER MIDLAND CORPORATION

Booth 730

333 Hollenbeck Street
Rochester, NY 14621

Packages and distributes nationally, Stayfree Napkins, Carefree Panty Shields and Playtex Tampons for vending machine use. Rochester Midland also sells all metal feminine hygiene vending equipment, as well as disposal units and wax paper liners.

Contact: James L. Kerr, Vice President 716-266-2250

ROCKWELL CHEMICAL INC.

Booth 920

100 Union Avenue
Cresskill, NJ 07626

Manufacturer of high density T-shirt bags, produce rolls, cold pack (ice cream bags), merchandise bags and trash can liners, as well as specialty items.

Contact: Joseph Veling, National Sales Manager 201-569-2509

ROYAL PAPER CONVERTERS, INC.

Booth 811

900 W. Academy Street
Cherryville, NC 28021

We have sheeters, rewinders, in-line folding machines, bag machines, heat and vacuum seal packaging equipment. We reprocess pattern paper, blank newsprint and any other type paper in sheets and rolls of various sizes and a complete line of bags. We have both long and short run capabilities.

Contact: Alex J. Keller, President 704-435-4570

RYDER TRUCK RENTAL

Booth 905, 907

3600 N.W. 82 Avenue
Miami, FL 33166

World's largest full service truck leasing and rental operation. Market leader in field of designing, managing and operating distribution systems. Major provider of freight management services. High quality mix of services and products which makes the company unique in its ability to serve the changing needs of business and individuals.

Contact: Nellie L. Hobby, Corp. Conv. & Trade Show Manager 305-593-3221

SBS PRODUCTS, INC.

Booth 810

302 Waller Street
Saginaw, MI 48602

Manufacturer and marketer of a complete line of professional skin care products consisting of waterless skin cleansers, medicated skin creams and lotions, protective creams, lotion deodorant soaps and cleansers, bar soaps, vegetable and borax based powders also a complete line of dispensers.

Contact: Robert L. Blasko, Executive Vice President 517-799-4941

SANDUSKY PLASTICS, INC.

Booth 812

400 Broadway
Sandusky, OH 44870

Complete line of deli containers and lids. Colored containers with clear or translucent lids. Printing on all containers and lids.

Contact: Richard M. Burens, Vice President 1-800-537-6190

SANECK INTERNATIONAL INC.

Booth 211

5037 Pine Creek Drive
Westerville, OH 43081

One of the largest importers of retail and industrial poly bags. Our products include produce rolls, T-shirt, deli, wet pak, and all types of merchandise bags. Servicing the U.S. thru 10 regional warehouses, located from California to the Eastern shore.

Contact: Frank Cannon, President 614-890-0343

SAN JAMAR, INC.

Booth 826

969 Koopman Lane
Elkhorn, WI 53121

Manufacturers of quality 'Grif-Ho' dispensers. Product line includes roll and folded toilet tissue dispensers, folded and roll towel dispensers, cup and lid dispensers and the NEW H2001 In-Counter Napkin dispenser.

Contact: Paul Omdall 414-723-6133

SCOTT PAPER COMPANY

Booth Island 417

Scott Plaza One, 4th Floor
Philadelphia, PA 19113

See our ad page 38-39

Manufacturer of tissue amenities for guest room use. Also, Manufactures a complete line of paper towels, napkin and tissue products for foodservice areas, public restrooms and maintenance areas.

Contact: Mr. J. G. Hurley, Sr. Product Manager 215-522-6072

SEALRIGHT CO., INC.

Booth 303, 305

8330 Ward Parkway
Kansas City, MO 64114

Plastic coated paper Nestyle® Containers in 8 oz., finger foods containers, 12 oz., 16 oz., 32 oz., and half-gallon sizes for: carry-out food containers, hospital specimen cups, fish bait containers, ice buckets, ice cream containers and cookie containers.

Contact: Mr. Arlen Kinville, Administrative Sales Manager 315-593-5311

SENTINEL FOAM PRODUCTS

Constitution Rm. 21

130 North Street
Hyannis, MA 02601

Introducing our new facsimile paper. Roll widths and lengths for all types of equipment. Our standard packaging materials include shipping envelopes, light weight polyethylene foam and bubble material. Supported foam with low density and high density polyethylene film and nylon film (Spot Weld.)

Contact: Richard Giberti, Vice President-Sales 617-775-5220

SHAR LEE PACKAGING/EUROBAGS

Constitution Rm. 17

18250 Harwood Avenue
Homewood, IL 60430

Printed and unprinted paper shopping bags, poly patch handle bags and paper carriers with rope cords in small quantities. Imported poly bags, over the shoulder cord bags and paper carriers, high styling - small quantities.

Contact: Henry G. Lorsch, Vice-President 312-798-1368

SHERRI CUP, INC.

Booth 218

1 Main Street
Kensington, CT 06037

See our ad page 73

Manufacturer of a full hot cup line and some ice cream containers. Sherri is planning to present a full-line of Food Containers at the Exposition '86. Both paper and plastic lids will also be available for the hot line and food containers.

Contact: Joseph T. Petroro, Sales & Marketing Director 203-828-6338

SHUFORD MILLS TAPE DIVISION

Booth 428

Highland Avenue & 15th. Street NE
P.O. Box 1530
Hickory, NC 28603

Exhibiting its full-line of Shurtape pressure sensitive tapes which include masking, packaging, printable, strapping, protective, cloth, foil, double coated, adhesive transfer, nuclear, electrical, and flame retardant products. For a full-line of industrial tapes, make the Shurtape booth a planned visit during the NPTA Show.

Contact: Alan Nine, Markets & Products Manager 704-322-2700

SIGMA & OMEGA PLASTICS

Booth 105, 107

Page & Schuyler Avenues
Lyndhurst, NJ 07071

Sigma Extruders Manufactures garment laundry and dry cleaning films. **Omega Plastic's** manufacturers of U-BAG-M's - produce bags on a roll - stock and custom print. Trash can liners - wet-paks - food bags - bakery bags and "T" shirt bags stock & custom printed - all products manufactured with 100% LLOPE with the most modern equipment.

Contact: Richard Ponzo, Vice President Sales 201-933-5353

SINGLE SERVICE INSTITUTE, INC.

Booth 527

1025 Connecticut Ave., N.W. Suite 513
Washington, DC 20036

The national trade association for manufacturers of disposables for food service and packaging, including paper and plastic cups, plates, and nestable containers; linen and lace placemats and doilies; prepackaging trays for meat, poultry, and produce; and egg cartons. Literature and materials on foodservice disposables available for distributors.

Contact: Joseph W. Bow, Executive Vice President 202-347-0020

SOLO CUP CO.

Booth 1005, 1006

1505 E. Main Street
Urbana, IL 61801

Full-line manufacturer of paper and plastic food and beverage service disposables. Product lines include water cups, cold drink cups, hot drink cups, plates, platters, bowls, popcorn cups, individually sanitary wrapped cups, souffle cups, cozy cups, sundae cups, vending cups, food containers, cup dispensers and holders.

Contact: John Beckwith, Customer Services Manager 217-384-1800

SOUTHEASTERN PLASTICS/SACK CORP. OF AMERICA

Booth 712

15 Home News Row
New Brunswick, NJ 08901

SOUTHEASTERN PLASTICS: Manufacturers of clear and printed film - for the garment and laundry drycleaning industry. SACK CORP. OF AMERICA: Manufacturers of plastic bags for the food and convenience industry.

Contact: Jay Fein, Director of Marketing 201-846-8500

SOUTHERN CHAMPION TRAY COMPANY

Booth 607

Compress Street
Chattanooga, TN 37405

Manufacturer of folding cartons and over 170 stock boxes, delivery in 35 states monthly on company pool trucks. Stock boxes include: bakery, automatic bakery window, donut, pizza (plain and stock print), food trays, patty/meat, popcorn, sausage and stationery. Custom carton manufacturing and printing.

Contact: Dave Deeg, Sales Manager 615-756-5121

SPRINGPRINT PAPER PRODUCTS COMPANY

Booth 603

504 W. Euclid Avenue - P.O. Box 659
Springfield, OH 45501

Featuring a very broad line of stock and special print placemats, printed one to four colors. Our "dollarwise" line printed on groundwood stock is also available for the economy minded. Also available are coasters, super-naps, traycovers and doilies. Our 1986 holiday line will also be featured.

Contact: Robert E. Brant, Vice President, Sales and Marketing 513-324-5633

STANDARD BOX COMPANY

Booth 1001

28-38 Gerrish Avenue, P.O. Box 266
Chelsea, MA 02150-0266

Manufacturer of folding paperboard cartons, carry out trays, chinese carryout pails, popcorn, chicken boxes and disposable food packaging. Custom designed containers used in the frozen food, confectionary and retail consumer industries are also our specialty.

Contact: Mr. Feila Goldberg, President 617-884-4200

STANDARD PAPER SOFTWARE MARKETING CORP.

Booth 1009

180 Lyman Street
Springfield, MA 01103

See our ad page 33

The Standard Paper SP/DP Distributor Package offers the most complete and effective software package for the paper distributor. SP/DP helps a paper distributor buy right, sell smart, and control investment. It helps manage pricing, increase gross trading margins up to 2-1/2% and can help cut inventory by up to 20%. Written by a paper merchant and used by more paper merchants than any other package software product, it is the leader and innovator in the industry.

Contact: Edward L. Mazer, President 413-736-1910

STERLING PAPER COMPANY

Booth 618, 620

2155 E. Castor Avenue
Philadelphia, PA 19134

Boxes: Cake, Pastry, Doughnut, Pizza Sausage, Steak, Cookie, Chicken, Clothing. Trays: Food, Doughnut, Carry-out, Cheese. Pails: Food and Ice Cream. Plates: Bulk and Packaged.

Contact: Suzanne S. Faigen, Vice President 215-744-5350

STEVENS & THOMPSON PAPER COMPANY

Booth 110

Mill Road
Greenwich, NY 12834

Exhibiting their complete line of industrial bathroom tissues and towels. This will include their Valay Tissue and Buddy Towels. They will also feature a line of resale bathroom tissue and towels featured under their SOFTSPUN and DOWNY Labels.

Contact: William Gnatek, Sales Manager 518-692-2211

STRUCTURED COMPUTER SYSTEMS, INC.

Booth 224

17 Talcott Notch Road
Farmington, CT 06032

Paper merchant distribution software EXCALIBUR offers, order entry, inventory control, purchasing, sales analysis, accounts receivable, accounts payable, general ledger. Special Features: Formal 10 bracket price book, quotation tracking, on-line product specification library, support for terminals in customer locations, remote access by field salesmen. EXCALIBUR - the leader in business solutions.

Contact: Michael Pederson, Vice President Marketing 203-677-0222

SUPREME LIGHTING CORP.

Booth 924

122 E. Laurel Street
Mullins, SC 29574

See our ad page 44

An independent long-life light bulb manufacturer. We have been making high quality light bulbs for over 50 years. Stop by our booth at the NPTA Expostition, and let us show you how light bulbs can increase your profits.

Contact: Warren Bender, National Sales Manager 803-464-0554 / 1-800-922-6693

SURREY INDUSTRIES

Booth 921

155 Myles Standish Blvd.
Taunton, MA 02780

Significant new capacity to the plastic, T style grocery and retail sack markets is brought by Surrey Industries. They offer both high molecular weight density and linear low L.D. bags, custom printed up to 4 colors and stock and seasonal prints in our distributor program.

Contact: Alex F. Vaicunas, Marketing Manager 617-824-8636

SYSTEM PACKAGING COMPANY, INC.

Booth 917

5951 Rickenbacker Road
Los Angeles, CA 90040

Sales to distributors and packaging companies of low density polyethylene bags, flat and gusseted, various sizes and gauges, zip lock bags, anti-static bags, tarps, garment covers, furniture covers and tubing. High density merchandise bags and T-shirt bags, trash can liners.

Contact: Herb Yellin, Vice President 213-726-7860

TAGSONS PAPERS, INC.

Booth 824

99 Broadway
Albany, NY 12201-1999

See our ad page 72

Manufacturer of exclusive line of industrial towel and tissue products. Featured will be embossed C/fold, multifold, singlefold, narrowfold, windshield and hardwound roll towels. Towel products available in industry range of sizes and case counts in kraft, natural and bleached. Also on display — boxed facial and roll bathroom tissue plus dispensers.

Contact: Letty Kiesnowski, Director of Sales 518-462-0200 ext. 347

TEXIZE

Booth 726, 728

P.O. Box 368
Greenville, SC 29602

See our ad page 45

Texize is well-known for its wide-range of products: TEXIZE SPRAY CLEANER, JANITOR IN A DRUM, GLASS PLUS, WOOD PLUS, PINE POWER, K2R SPOT-LIFTER — that effectively clean surfaces and materials of the modern world. Now, their time-tested performance gives you increased profit opportunities with economical commercial sizes.

Contact: Lee Obbink, National Sales Manager 803-297-3400

TRINITY PAPER & PLASTICS CORPORATION

Booth 117

555 Fifth Avenue
New York, NY 10017

Point of purchase carry-out packaging features the widest choice of paper bags and sacks, along with Trinity's versatile Pull-bag® /Thick-grip® test the durable triple thick handle. Innovative and economical, manufactured from state of the art low density polyethylene. Plus Trinity's T-Sacks® available in Hi/Lo density. Try our retail trash bag (stardi).

Contact: William P. Egan, Corp. Marketing Manager 212-687-1200

UNISET, INC.

Booth 113

9 Carlton Street
Wallingford, CT 06492

Formerly Oneway Tableware Products, Inc., Uniset manufactures "Permaware" food service products and "Oneway Products." The Permaware Food Service Products meets the USDA standards as reusable and offers an alternative to stainless steel and glassware. The Oneway products are medium and heavyweight disposable. This product line is full dinner size or luncheon size and is available in stocked colors — Blue Smoke, white and champagne. Custom colors are also available.

Contact: Phillip S. Dvorak, Sales Manager 203-265-0700

UNITED OVERSEAS INTL. INC.

Booth 825

264 Monsignor O'Brien Highway
P.O. Box 2018
Cambridge, MA 02141

Hong Kong based manufacturer of HDPE and LLDPE/LDPE poly bags for retail packaging. Extrusion, printing and bag making. T-shirt, merchandise bags, patch handle, poly drawtape, D handle and shopping bags. Flexo and gravure printing up to eight colors per side. Plants in Hong Kong and China.

Contact: Daniel Wong, Marketing Representative 617-623-5400

UNIVERSAL BUSINESS SYSTEMS, INC.

Booth 723

480 Lincoln Blvd.
Middlesex, NJ 08846

See our ad page 4

The Paper Distributor System, "FACTS," was specifically designed to handle the unique requirements of the fine and industrial paper distributor. The package is extremely comprehensive. Its special features include direct and warehouse order tracking, ten bracket pricing, substitute products, bill and hold, cutting, pricing conversions, inventory conversions, detailed customer and product sales history, salesman stock inquiry, detail purchase history by product and vendor, automatic pricing, product scan inquiry, report generators and more. Come and see us, you won't be disappointed.

Contact: Christopher Raffo, Vice President, Marketing 201-469-6363

U. S. MAT & RUBBER CO., INC.

Booth 827

93 Pleasant Street
Brockton, MA 02401

Manufacturer of rubber mats and matting, and encompasses 60 different products. Some of these include safety and fatigue mats, permanent flooring, anti-static mats, drainage mats, etc. One of our newest products is "MAJESTI-GRID" carpet for indoor or outdoor use in entrance halls, schools, churches, laboratories for chemical resistance and country clubs for spiked shoes. Call us at 800-343-5955/5958.

Contact: Arthur Bell, Vice President/Sales 1-800-343-5955/5958

WEBSTER INDUSTRIES, INCORPORATED

Booth 510, 512, 514

58 Pulaski Street
Peabody, MA 01960

Industrial Pack Can Liners featuring 2/Ply Individual Folding Dispenser Pack, new degradable plastic can liners, food storage bags . . . Zip-Loc storage bags and plastic containers. Custom size liners quoted upon request.

Contact: Arnold Shainker, Vice President, Institutional Sales Division 617-532-2000

WEBSTER PACKAGING

Booth 510, 512, 514

58 Pulaski Street
Peabody, MA 01960

Manufactures a full line of poly retail packaging — HD and LD merchandise bags, patch handle and garment bags — in 17 film colors and 12 ink colors. This year Webster is featuring both its new Thik Thin variable gauge merchandise bag (with 5M bag minimums) and its year-round guaranteed delivery program. Call us at 800-343-2012.

Contact: Jan Thistlewaite, Marketing Associate 617-532-8000

WFR RIBBON CORP.

Booth 820

251 Grant Avenue
East Newark, NJ 07029

Hundreds of patterns of the finest quality fabric ribbons featuring our newest for 1986, basics, laces and innovative retailer programs in consumer-pack ribbon and pre-made bows.

Contact: Laura Leggiero, Product Sales Manager 201-481-6600

WHITE MOP WRINGER COMPANY

Booth 418, 420

10702 46th Street
Tampa, FL 33617

Manufacturer of mopping equipment — metal and plastic wringers and buckets, floor squeegees, mop sticks, mopping tanks, wet mopheads, metal waste receptacles, sand urns, floor machines, burnishers, wet/dry vacuum cleaners.

Contact: Buzz Flannigan, Vice President of Sales and Marketing 813-971-2223

WILKINSON MFG. CO.

Booth 207, 209

12th and Madison
Fort Calhoun, NE 68023

Supplying service and economy with a complete line of aluminum and plastic containers for foodservice, restaurant, bakery and catering. Over 200 different stock items, new items, special packaging, dome and foil board combo packs, complete carryout line, school containers, steam tables, bakery containers, compartment trays and CaterServe® catering system.

Contact: Phil Castelnovo, Sales Manager 402-468-5511

WINCHESTER CARTON CORPORATION

Booth 718

105 Tote-M Avenue
Eutaw, AL 35462

Manufacturers of a complete line of custom stocked disposable food containers for the fast food, deli, restaurant, convenience store and concession markets. On display will be containers for fried chicken, french fries, hot dogs, hamburgers, sandwiches, pizza, pop-corn and carryout trays. Call us at 800-633-5967.

Contact: Gary Miller, General Manager 404-448-2193

NATIONAL PAPER TRADE ASSOCIATION, INC.

Constitution Rm. 12, 13

111 Great Neck Road
Great Neck, NY 11021

NPTA is the only international organization of paper wholesalers and distributors. See the complete management consulting services.

Contact: John J. Buckley, Jr., president 516-829-3070

Printing Paper Sales Compensation

National Paper Trade Assn., Inc.
111 Great Neck Road
Great Neck, NY 11021

Please send me _____ copy(s) of **PRINTING PAPER SALES COMPENSATION** at $40.00 each plus $2.00 shipping and handling per copy.
☐ Check enclosed
☐ Bill my company

For International Mailing: $40.00 plus $4.00 shipping—please enclose check (all funds in U.S. dollars drawn on a U.S. bank)

Name ____________________

Title ____________________

Company ____________________

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The Paper And Plastics Education Research Foundation...

...Invites Your Support

The Paper And Plastics Education Research (PAPER) Foundation was created because there is a perceived need to have merchants and mills work together to study, understand and respond to changes, trends and developments in the distribution of paper, plastics and allied products.

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There are several advantages of an Endowed Chair concept for conducting research.

1

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2

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3

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4

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5

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NPTA®

PRINTECH WEEK
Curriculum

Inks & Blankets
The basic composition of inks & blankets; ink setting and drying; trapping, tack and viscosity, ink & blanket problems and solutions.

Offset Lithographic Platemaking
The platemaking process. Composition and types of plates. Proper plates for different jobs. Cost elements.

Reproduction Photography
How the camera is used in the offset process. Line and halftone considerations.

Color Principles
Understanding color; subtractive color; the halftone process; three-color reproduction. Paper color and its effect on press variables; paper brightness, hue and opacity.

Color Scanning
Principles of color scanning; the latest techniques and equipment; background & future of computerized color scanning.

The Sheetfed Offset Press
Sheetfed principles and presc components. Press controls. How to use press knowledge in selling.

Sheetfed Offset Laboratory
Press demonstrations. Problems and solutions on sheetfed offset. Examples of excellent sheetfed offset printing.

The Web Offset Press
Introduction to press components. Hands-on press run with coated and uncoated papers. Press problems and solutions.

Web Offset and Paper Panel
What's new in web papers; grade and weight efficiency. How to make the best use of today's grades; pitfalls and prevention of problems; positive selling of web papers, examples of grades offered.

Paper Selling for Web Heatset and Non-Heatset
Grade to sell for heatset and non-heatset; examples of excellent work; upgrading non-heatset techniques and paper.

The Gravure Process
Basic principle of gravure; the gravure press; cylinder preparation; ink and drying.

Flexographic Printing
Principles & practices of flexo; the flexo press, flexo plates, inks and drying.

Screen Printing

Non-Impact Printing
Xerography, IBM 3800, Laser imaging, ink jet printing.

Paper Considerations for Non-Impact
Speed/weight/print quality considerations; color abilities and limitations.

Panel Discussion
Future printing methods; changes in present printing methods; where the changing market is going; what paper sales people will sell in the next 10 years.

Review and Roundtable
Review of web offset selling opportunities. Examples of good sheetfed and web offset printing. What's ahead for paper distributors in the offset arena.

For a descriptive brochure and more information on registration return this coupon to:

Education & Training Department, NPTA, 111 Great Neck Road, Great Neck, NY 11021

NAME ____________________ TITLE ____________________

COMPANY ____________________

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or call Bruce H. Linden 516-829-3070

Official Hospitality Suites at the NPTA Convention

Check the daily listings of MN's Official List of Hospitality Suites on-site at Convention Registration.

The following list of companies will be hosting Convention attendees at hospitality suites during the NPTA Annual Convention and Exposition. In addition to the company listing the hotel, arrival and departure dates are shown plus their key people.

A & E Plastics, Inc.
14505 Proctor Avenue
Industry, CA 91749
818-968-3801
Sheraton: Sat/Tues
A[illegible]n M. Berke, director of marketing

Affiliated Paper Companies
P.O. Drawer 31
Tuscaloosa, AL 35402
205-345-4180
Marriott: Sat/Tue
Robert E. Keith, president
Jack Mathews, vice president/sales

AGP/Gentech Inc.
531 N. Stiles Street
Linden, NJ 07036
201-925-0900
Marriott: Sat/Tue
David Perlmutter, president
John J. Taylor (Jack), vice president/sales
B. Chernev, manager /sales oper.

Alcan Foil Products
P.O. Box 32840
Louisville, KY 40232
502-459-1900
Sheraton: Sat/Tue
Theodore M. Tracy, sales & marketing manager
Robert C. Shemming, nat'l sales manager
See our ad page 17

Alfred Bleyer & Co.
58-77 57th St.
Maspeth, NY 11378
718-386-6208
Sheraton: Sat/Sun
Alan Haas, vice president

Alumax Foils Inc.
6100 South Broadway
St. Louis, MO 63111
314-481-7000
Sheraton: Sat/Tue
Robert G. Wood, marketing manager/food service
Gene Cunningham, administrator/food service

Amcel Corp.
One Galen Street
Watertown, MA 02172
617-924-0800
Sheraton: Sat/Mon
Nathan Weiss, vice president/sales/marketing

American Paper Conv. Daily
P.O. Box 795
Park Ridge, IL 60068
312-823-3145
Sheraton: Sat/Mon
Ms. Doris Lee
Louise Cowan, editor

Amko Plastics Inc.
12025 Tricon Road
Cincinnati, OH 45246
513-671-1777
Sheraton: Sat/Tues
Jim Baker, vice president/sales
Tom Truesdell, vice president/marketing
See our ad page 36-37

Amoco Foam Products Company
2100 Powers Ferry Rd. NW
Atlanta, GA 30099
Marriott: Sat/Mon
Jack Krause, national sales manager
John Finchum, product sales manager

Anchor Industries Inc.
1831 Avenue H
St. Louis, MO 63125
314-544-3900
Sheraton: Sat/Mon
Gary Scherer, vice president/sales
Carroll Cassidy, president

Anchor Tapes
2000 S. Beltline Blvd.
Columbia, SC 29205
Marriott, Vermont Rm.: Sat/Tue
800-845-2331
Gary A. Davidson, ind. div. sales mgr.

Appleton Papers Inc.
P.O. Box 359
Appleton, WI 54912
414-735-8760
414-734-9841
Marriott: Sat/Tue
Jack M. Wikoff, director/customer relations
Daniel W. McIntosh, vice president/marketing
Doug Adams, field sales manager

Atlantic Mills, Inc.
P.O. Box 680
Asbury Park, NJ 07712
201-774-4882
Sheraton: Sat/Mon
Peter Donnelly, president
Lesley J. Ward, general manager
See our ad page 85

Bagcraft Corp. of America
3900 West 43rd Street
Chicago, IL 60632
312-254-8000
Sheraton: Sat/Tue
Marty Haberman, manager/bag division
Don Brown, national sales manager

Bay West Paper Company
1100 W Mason Street
P.O. Box 10568
Green Bay, WI 54307
414-494-8731
Sheraton: Sat/Tue
William Hare, marketing manager
Jack Broeren, vice president
Mike Wildenberg, vice president/sales
See our ad page 26-27

Berwick Industries, Inc.
80 East Ridgewood Avenue
Paramus, NJ 07652
1-800-524-0339
Sheraton: Fri/Tue
Rick Norton, national sales manager
See our ad page 71

Boise Cascade-Missisquoi
Products Div.
1455 Broad Street
Bloomfield, NJ 07003
201-338-0380
Westin: Sat/Tue
John V. Murphy, national sales manager
John Klug, regional sales manager

Boise Cascade Paper Group
591 Supreme Drive
Bensenville, IL 60106
312-595-7997
Marriott: Sat/Tue
Tom Drouin, eastern regional sales manager
Bill Pippin, senior sales representative

Boston Paper Trade Association
13 Marconi Lane
Marion, MA 02738
Marriott: Sun/Tue
617-748-2272
Albin R. Johnson, Jr., secretary

Boxit Corp.
5555 Walworth Avenue
Cleveland, OH 44102
1-800-438-2269
Marriott: Fri/Tue
Don Andre, sales/marketing manager
Mark Warmuth, sales/service manager

Brenner Paper Products Co.
66-31 Otto Road
Glendale, NY 11385
718-456-7817
Westin: Sat/Tue
Rhoda Levenson

Byron Weston Company
800 Main Street
Dalton, MA 01226
413-684-1234
212-682-6540
Marriott: Sat/Tue
J. R. Briggs, sales manager
J. E. Alezander, N. Y. sales manager

Carter Rice
273 Summer Street
Boston, MA 02101
617-542-6400
Westin: Sat/Tue
H. S. Julier, president

Cascade Industries Inc.
P.O. Box 47158
Atlanta, GA 30362
800-241-4808
Sheraton: Sat/Mon
Mickey Robertson, vice president/sales
Mike Robertson, Jr., regional manager

Central Paper Company
P.O. Box 330
Menasha, WI 54952
414-725-4335
Marriott: Fri/Tue
Raymond R. Vales, vice president/sales

Clayton International Inc.
175 Derby Street Ste. 4
Hingham, MA 02043
616-740-1022
Westin: Mon/Wed
Joseph S. Hoffman, vice president
John M. O'Rourke, president

Clear Shield National
1175 South Wheeling Rd.
Wheeling, IL 60090
312-541-2900
Marriott: Fri/Mon
Roger White, national sales manager
Keith Johnson, sales manager

Comet Products Inc.
6 Stuart Road
Chelmsford, MA 01824
617-256-6551
Marriott: Fri/Tue
A. David Eklund, vice president/food service sales
Marie Kirk, customer service manager

Consolidated Papers Inc.
Suite 3600
200 West Madison Street
Chicago, IL 60638
312-781-0210
Marriott: Sat/Tue
L.H. Boling, president
G.T. Beckley, vice president/marketing
P.A. Hanson, vice president/merchant sales

Continental Extrusion Corp
2 Endo Blvd
Garden City, NY 11530
516-832-8111
Sheraton: Sat/Tue
Ronald J. Basso, vice president/sales
Ashby Richardson, national marketing manager

Coral Paper Co.
3500 NW 125th Street
Miami, FL 33167
305-685-5954
Marriott: Sat/Mon
Roberta L. Perez, vice president/marketing
John Perez, president

Crowell Corp, The
P.O. Box 3227
Newport, DE 19804-0227
302-998-0557
Sheraton: Sat/Tue
Jerome J. Kipness, vice president/marketing

Crown Zellerbach Corp.
733 3rd Avenue, Ste. 2400
New York, NY 10576
212-972-9547
Westin: Sat/Mon
Ken Vuysteke, director/marketing
John Garfinkel, vice president/service west prod.
See our ad page 106-107

The Crystal Tissue Company
P.O. Box 449
Middletown, OH 45042
513-423-0731
Sheraton: Sat/Tue
C. Robert Keener, vice president/sales
Willliam P. Glancy, manager/printed products

Dart Container Corp.
2101 N. Andrews Ave. Ste. 300
Ft. Lauderdale, FL 33311
305-563-5255
Sheraton: Sat/Mon
George T. Reilly, director of marketing
B. Gordon Byron, corporate administrative sales manager

Devon Tape Corporation
1511 Tonnelle Avenue
No. Bergen, NJ 07047
201-866-2777
Copley Plaza: Sat/Mon
Kenneth R. Rogers, marketing manager

Dispoz-O-Plastics Corp.
100 Merrick Road
Rockville Center, NY 11570
516-766-7272
Westin: Fri/Mon
Al Postrell, chairman
Marc Braunstein, creative director
See our ad page 30

Diamond Plastic Containers Ltd.
4327 Steeles Avenue West
Downsview, Ontario, CAN M3N 1V7
416-661-7102
Westin: Sat/Tue
Stephen M. Patyk, vice president/sales
Alan Dean, director of sales & marketing

Dixie Bag - Hi-D Corp.
P.O. Box 87118
College Park, GA 30337
800-241-3094
Sheraton: Sat/Tue
K. T. Dornbush, president
Gerry Wendel, executive vice president

Dixie Marathon
P.O. Box 6000
Norwalk, CT 06856
203-854-2339
Marriott: Sat/Mon

Ms. Leone Stangle, merchandising manager
See our ad page 23

Domtar Industries Inc.
600 Summer Street
Stamford, CT 06901
203-359-1160
Westin: Sat/Tue
Philip J. Beichert, sales representative
William Kemmett, sales representative
Joseph Potvin, U.S. marketing manager
See our ad page 56

Druth Packaging Corp.
73-33 Woodhaven Blvd.
Glendale, NY 11385
718-897-8000
Marriott: Sat/Mon
Hal Simons, vice president/sales
Mark Philips, general manager
See our ad page 74

Duni Corporation
5300 N. Sherman Blvd.
Milwaukee, WI 53209
414-464-4900
Sheraton: Fri/Tue
Steve Lefebvre/Duni Corporation West, president

Duro Paper Bag Mfg. Company
P.O. Box 16250
Ludlow, KY 41016-0250
606-581-8200
Sheraton: Fri/Mon
Paul Feldman, vice president/sales

Eastern Fine Paper Inc.
P.O. Box 129
Brewer, ME 04412
207-989-7070
Marriott: Fri/Mon
Jackson A. Libby, vice president/sales
Lois E. Andrews, administration assistant to vice president/sales
See our ad page 83

Eastern Software Dist.
3904 Hickory Avenue
Baltimore, MD 21211
301-366-5100
Marriott: Fri/Tue
Shannon Edwards, president
Steve Barron, sales manager

Econoco Corporation
300 Karin Lane
Hicksville, NY 11801
516-935-7700
Westin: Fri/Mon
J. M. Rosenberg, vice president
Mark Zelniker, vice president
See our ad page 21

Ekco Products Inc.
777 Wheeling Road
Wheeling, IL 60090
312-459-1500
Sheraton: Sat/Tue
Richard Kaelin, vice president/sales
Roger Kurinsky, vice president/marketing

Erving Paper Mills
One Arch Street
Erving, MA 01344
617-544-2711
Sheraton: Fri/Mon
David G. Oxley, vice president/corp. marketing
Dennis K. Pfeiffer, manager of marketing services
See our ad page 49

Fasson, Div. Avery
250 Chester Street 4X
Painesville, OH 44077
216-352-4444
Marriott: Sat/Tue
Jerry W. Howard, business manager
Laurence S. Nowak, general manager/vice president
R. J. DeLuca, director/marketing

Finch, Pruyn & Co.
One Glen Street
Glens Falls, NY 12801
518-793-2541
Westin: Sat/Tues
John R. Buchanan

Fine Papers Div. Rolland Ltd.
200 Ronson Drive
Etobicoke, Ontario M9W 5Z9
416-247-7881
Marriott, Massachusetts Rm.: Sat/Tue
Neville Hicks

Fonda Group
1435 Morris Avenue
Union, NJ 07083
201-964-0600
Marriott: Sat/Mon
Joe Marcelynas, general manager/marketing
Doug Smith, vice president/sales & marketing
See our ad page 80

Forman Inc.
2036 Lord Baltimore Dr.
Baltimore, MD 21207
301-298-7500
Marriott: Sat/Mon
Joseph J. Mucha, president
Frank A. Mucha, vice president
See our ad page 99

Form Fit Plastics
100 Pleasant Street
Dracut, MA 01826
617-957-2943
Sheraton: Fri/Mon
David Thrope, national sales manager
See our ad page 105

Fort Howard/Sweetheart
P.O. Box 19130
Green Bay, WI 54307-9130
414-435-8821
Sheraton: Sat/Tue
Lou Kidd, meeting & convention planner

Fortune Plastics
P.O. Box 637
Old Saybrook, CT 06475
203-388-3426
Marriott: Fri/Mon
William Tucker, president
Edward Gillespie, sales manager
Carl Clark, sales manager

Fox River Paper Co.
P.O. Box 2215
Appleton, WI 54913
414-733-7341
Marriott: Sat/Tue
Oakie L. Sallee, vice president/sales & marketing
Patricia A. Wier, vice president/marketing
Harold Ellsworth, president
See our ad page 89

Franklin Disposables
7100 Huntley Road
Columbus, OH 43229
614-436-1216
Sheraton: Fri/Mon
Michael Love, sales manager
Thomas P. Maney, president

Fraser Paper Ltd.
P.O. Box 10055
Stamford, CT 06904
203-359-2544
Westin: Sun/Tue
B. Paul Beaudoin, sales manager/fine papers
A. Michael Moloney, vice president/sales

Freeman Paper Co.
2954 Gross Street
Green Bay, WI 54304
414-336-2072
Marriott: Fri/Tue
Randy Swanson, sales representative
Larry Swanson, president
See our ad page 18

French Paper Company
P.O. Box 398

Niles, MI 49120
616-683-1100
Westin: Sat/Tue
Jerry French

Georgia-Pacific Corp.
Bag & Sack Div.
4301 Carolina Avenue
Richmond, VA 23222
804-329-3775
Marriott: Sat/Tue
Marx Eisenman, Jr., general manager
Glenn Leech, marketing manager

Georgia-Pacific Corp.
Commercial Products Div.
320 Post Road
Darien, CT 06820
203-655-1100
Marriott: Sat/Tue
Donna Suntoro, director of marketing
See our ad page 3

Georgia-Pacific Corp.
Printing Paper Div.
320 Post Road
Darien, CT 06830
203-656-6148
Westin, Nausett Rm.: Sat/Tue
Ms. Teddie L. Lowry
See our ad pages 75, 76, 77

Gilbert Paper Co.
P.O. Box 260
Menasha, WI 54952
414-722-7721
Marriott: Sat/Tue
George Browner

G.B. Goldman Paper Co.
2201 E. Allegheny Avenue
Philadelphia, PA 19134
215-423-8600
Sheraton: Sat/Tue
Mervyn M. Golder, president
Robert B. Golder, executive vice president
See our ad page 50

Hammermill Papers Group
P.O. Box 10050
Erie, PA 16533
814-456-8811
Marriott: Sat/Tue
Frank J. Romecki, sales manager/merchant papers
K. F. Walsh, marketing manager
See our ad page 35

Handi-Kup Company
190 Forrest Street
Metuchen, NJ 08840
201-494-1999
Sheraton: Fri/Mon
Fred Young, Eastern regional sales manager
Brian Schofield, Western regional sales manager

Handy Wacks Corp.
P.O. Box 26
Sparta, MI 49345
1-800-445-4434
Marriott: Thu/Tue
Michael Gabriz, national sales manager
Marcia Fairchild, executive vice president
Hank Fairchild, president
See our ad page 86

Harcourt Brace Jovanovich Publ.
747 Third Avenue
New York, NY 10017
212-418-4146
Sheraton: Fri/Tue
Charles Harmon, publisher
Richard Perkins, publishing director
Roy Wirtzfeld, editor

Harshaw/Filtrol Partnership
30100 Chagrin Blvd.
Cleveland, OH 44124
216-292-9245
Sheraton: Sat/Tue
A. Vincent Cerny, national sales manager
Craig O. Borlinghaus, marketing specialist

Heritage Bag Company
4434 McEwen Road
Dallas, TX 75234
214-233-6130
Marriott: Fri/Mon
Fritz Popst, executive vice president
Wendell Martin, sales manager

Himolene Sales Company
3000 Valley Forge Cr.
King of Prussia, PA 19406
215-783-6000
Sheraton: Sat/Tue
Frank De Agostine, executive vice president
See our ad page 19

Holland Mfg. Company
15 Main Street
Succasunna, NJ 07876
201-584-8141
Marriott: Sat/Tue
Bruce W. Olecki, vice president/distrubution sales
Jack Holland, president
John Holland, vice president

Imperial Cup Company
808 Fontaine Street
Kenton, OH 43326
419-673-0711
Sheraton: Sat/Tue
David Kaplan, vice president/sales & marketing
Jim Birt, national marketing manager

International Paper Co
77 W. 45th Street
Area 31-124
New York, NY 10036
212-536-7726
Westin: Sun/Tue
James F. Kear, business manager
Mills Ogden, product manager

International Paper Company
White Papers Group
85 West Algonquin Road
Arlington Heights, IL 60005
312-228-8881
Westin: Sat/Tue
Dana Mead, vice president
Jeff Kass, manager/merchant marketing
Steve Sullivan, merchant sales manager

Intertape
4975 Fisher
MTL, Quebec, CAN H4T 1J8
1-800-361-2217
Westin: Sat/Tue
B. Romeril, sales manager
M. Yull, president
Harold Jewitt: division sales manager

Ipac Inc.
150 N. Santa Anita Avenue
Arcadia, CA 91006
818-445-2858
Marriott: Sat/Tue
Russell D. Liska, president
William C. Anderson, executive vice president

Ivex Corp.
2200 Post Oak Blvd.
Houston, TX 77056
713-961-4062
Marriott, Maine Rm.: Sat/Tue
Lee McGuinnes, vice president/sales
See our ad page 14-15

James River Corp.
Berlin-Gorham Div.
2 University Plaza
Hackensack, NJ 07601
201-487-6400
Marriott: Sun/Tue
E. E. Coder, director of sales

James River Corp. - KVP Group
100 Island Avenue
Parchment, MI 49004
616-384-6251
Marriott: Sat/Tue
Daniel Conway, vice president & general manager
Louis J. McGuire, manager/sales & marketing

Jet/Plastica Industries, Inc.
1100 Schwab Road
Hatfield, PA 19440
1-800-JET-WARE
Marriott: Fri/Mon
Pat Hanlon, national sales & marketing manager
Tim Berndt, assistant sales manager

Jiffy Packaging
12 Tozer Road
Beverly, MA 01915
617-921-0200
Marriott: Sat/Mon
D. Wormwood, vice president/marketing
J. Davidson, mgr./corp. sales service
See our ad page 51

Jordan Paper Products Inc.
701 W. 23rd Street
Muncie, IN 47302
317-289-7121
Westin: Sat/Tue
Donald O. Wimmer, general manager
Nelson Heinrichs, president

Kaiser Aluminum Co.
460 Totten Pond Road
Waltham, MA 02154
617-890-8150
Marriott: Sat/Tue
Ed Byrne, marketing manager
John Michaud, product manager

Karolton Envelope
P.O. Box 3009
Miamisburg, OH 45342
513-435-6775
Marriott: Sat/Tue
John M. Pierce, general sales manager
Bruce Nolop, president
R. L. Stevens, manager/customer service

Keyes Fibre Company
3003 Summer Street
Stamford, CT 06905
203-357-9100
Marriott: Sat/Tue
William Donaldson, vice president/general manager
M. W. Rast, president
W. A. Largent, sr. vice president

Kimberly Clark Corp.
Brown-Bridge Div.
1400 Holcomb Bridge Road
Roswell, GA 30076
404-587-8681
Marriott: Sat/Tue
J. A. Miller, general manager
See our ad page 11-13

Kimberly Clark Corp.
1400 Holcomb Bridge Road
Industrial Div.
Roswell, GA 30076
404-587-8532
Westin: Sat/Tue
Ronald L. Renz, general sales manager
G. A. Zins, president
A. R. Merrill, director/marketing

L&CP Corp.
156 Oak Street
Newton, MA 02164
617-527-4980
Westin: Sat/Tue
Jack Carr, vice president
Pat Farrell, vice president/marketing & sales
K. Greene, president
See our ad page 25

Leader Cards, Inc.
935 South 5th Avenue
Milwaukee, WI 53204
414-645-5760
Westin: Sat/Tue
Mel M. Wasco, sales manager
Scott R. Wilke, vice president
See our ad page 88

Linweave Fine Papers Inc.
10 Linweave Dr.
Holyoke, MA 01040
413-536-6410
Marriott: Sat/Mon
Joseph Dyer, vice president/sales & marketing

Longview Fibre Company
P.O. Box 350
Waltham, MA 02254
617-894-0040
Sheraton: Sat/Tue
H. E. Darling, regional sales manager
C. Z. Curley, sales representative

Lyons Falls Pulp & Paper Inc.
2 Pleasant Street
Natick, MA 01760
617-653-7960
Marriott: Sun/Tue
Fred Szmit, president

3M Company-TAD Group
220-3E-05 3M Center
St. Paul, MN 55144
612-733-3335
Sheraton: Fri/Tue
S. L. Junker
See our ad page 97

Mactac
4560 Darrow Road
Stow, OH 44224
216-688-1111 x256
Westin: Fri/Tue
Blake Hooper, c.e.o.
Robert Mlnarik, president

Marcal Paper Mills, Inc.
One Market Street
Elmwood Park, NJ 07407
201-796-4000
Sheraton: Fri/Mon
David Shapiro, director/sales & marketing
Bill Frasher, vice president/trade relations

Maryland Plastics, Inc.
251 East Central Avenue
Federalsburg, MD 21632
301-754-5566
Sheraton: Fri/Mon
George Nicoletos, sales manager
Allen M. Penrod, president

Mead Paper Co.
Fine Paper Div.
990 Washington Street
Dedham, MA 02026
617-426-4400
Westin: Sat/Tue
John P. Bergmark, sales/New England

Millhiser Inc.
1125 Commerce Road
Richmond, VA 23224
804-233-9886
Sheraton: Fri/Mon
James N. Bledsoe, vice president of sales
Willard A. Foster Jr., president

Mobil Chemical Company
Plastic Packaging Division
1159 Pittsford - Victor Road
Pittsford, NY 14534
716-248-1329
Sheraton: Fri/Mon
Marriott: Fri/Mon
Robert G. Witmeyer

Mohawk Paper Mills, Inc.
P.O. Box 497
Cohoes, NY 12047
518-237-1740
Westin: Sat/Tue
Scott O. Petrequin, vice president/marketing
Page Best, general sales manager

Monadnock Paper Mills
Bennington, NH 03442
603-588-3311
Westin: Sat/Tue
Robert C. Larson, vice president/sales
Richard F. Reed, sales manager/graphic arts paper
E. G. Verney, vice president/marketing services

D.F. Munroe Company
351 Middlesex Avenue
N. Wilmington, MA 01887

617-944-4750
Sheraton: Sat/Tue
Joseph P. DuCharme, vice president

J.H. McNairn Ltd.
125 Consumers Dr.
Whitby, Ontario, CAN L1N 1C4
416-686-2810
Sheraton: Fri/Mon
K. A. Miller Sr., president
Ken W. A. Miller, vice president & general manager

Nashua Corp.
44 Franklin Street
Nashua, NH 03061
603-880-2323
Marriott: Sat/Tue
John Barnes, vice president
Donald Hunter, general manager
Donald Brown, general manager
See our ad page 102

National Poly Products Co.
3218 61st Avenue N.
Minneapolis, MN 55429
612-560-8370
Sheraton: Fri/Mon
Neil A. Smeaton, sales/product manager
Donald Burcham, vice president/marketing
F. Rettmer, president

Nekoosa Papers Inc.
100 Wisconsin River Drive
Port Edwards, WI 54469
715-887-5513
Westin: Sat/Tue
Richard Weymouth
J. Manci
J. Joorsten
See our ad page 59

Newton Falls Paper Mills
P.O. Box 253
Newton Falls, NY 13666
315-848-3321
Westin: Sat/Tue
Henry W. Parnass, president
William D. Pike, vice president/marketing
L. Smedman, executive vice president

New York/National Envelope
29-10 Hunters Point Avenue
Long Island City, NY 11101
718-786-0300
Sheraton: Fri/Tue
S. W. Carpenter, vice president/marketing
See our ad on Back Cover

Niagara Envelope Co., Inc.
701 Seneca Street
Buffalo, NY 14210
716-854-8251
Marriott: Sat/Tue
Lee W. LaPrise, sr. vice president & general manager
F. G. Pierce, II, vice president/operations
Frederick S. Pierce, president

Nyman Manufacturing Company
275 Ferris Avenue
East Providence, RI
401-438-3410
Marriott: Fri/Mon
John R. Foley, vice president/director of marketing
Deborah Howe, marketing manager/retail products
See our ad page 91

Packaging Products Inc.
3201 Randolph Street
Bellwood, IL 60104
312-547-6565
Sheraton: Sat/Tue
Phil Schencker, president
Jack Finan, vice president/sales

Paper Corp. of America
1325 Morris Drive
Wayne, PA 19087
215-296-4470
Westin: Sun/Tue
Richard C. Gozon, president
See our ad page 117

Paper Corp. of U.S.
100 Fifth Avenue
New York, NY 10011
212-337-5516
Westin: Sat/Wed
Ms. Joann W. McCormick

Paper Manufacturers Company
9800 Eustleton Avenue
Philadelphia, PA 19115
215-673-4500
Westin: Sun/Tue
Donald F. O'Neill, president
Bill Fecht, vice president
Jerry Morris, sr. vice president

Paper Sources International
301 Veterans Blvd.
Rutherford, NJ 07070
201-896-1600
Westin: Sat/Tue
Susan K. Scully, marketing services manager

Peacock Products Inc.
P.O. Box 187
48 Woodbine Street
Bergenfield, NJ 07621
201-385-5585
Sheraton: Sat/Mon
Eric Langslet, president
Ernie Ness, vice president

Penntech Papers Inc.
3 Barker Avenue
White Plains, NY 10601
914-997-1600
Sheraton: Sat/Tue
M. J. Dodge, vice president/marketing
Jane Feiner, manager/marketing services
William E. Curtis, general sales manager
See our ad page 87

Pentair Inc.
1700 W. Highway 36
St. Paul, MN 55113
612-636-7920
Marriott: Sat/Tue
New York Sales Office (212) 599-1164
Chicago Sales Office (312) 986-0425

Pioneer Gift Wrap
2939 Vail Avenue
Los Angeles, CA 90040
213-726-2473
Sheraton: Fri/Tue
W. B. Murray, vice president/marketing
W. R. Lake III, marketing manager

Plastics Inc.
P.O. Box 64610
St. Paul, MN 55164
612-227-7371
Sheraton: Sat/Mon
Alex Graye, national sales manager
Sharon Gage, manager/marketing services

Polar Plastics, Ltd.
4210 Thimens Blvd.
St. Laurent, Foreign, H4R 2B9
514-331-0207
Sheraton: Sat/Tue
Bill Clark, vice president/sales & marketing
Gerry Kennedy, sales manager

Polyplast Div. United Brands
9210 NW 12th Street
Miami, FL 33172
305-592-8009
Marriott: Sat/Tue
Robert K. Ruland, vice president & general manager
Gilbert Worthington, sales manager

Polyvinyl Films
Depot Street
Wilkinsonville, MA 01609
617-865-3558
Marriott: Sat/Mon
Tom Connor, vice president
Jim Baldwin, vice president

Portion Packaging Inc.
3 Neshaminy Interplex 201
Trevose, PA 19047

215-245-2965
Sheraton: Sat/Sun
Craig Blizzard, director/marketing
Joe McCormack, sales manager

Potlatch Corp. Nwpd
35 Mason Street
Greenwich, CT 06830
203-622-1297
Marriott: Sat/Tue
Ed Erickson, vice president
Pat Norha, vice president/marketing
Arnie Oss, Jr., vice president sales

Potsdam Paper Mills
Rte. 4
Potsdam, NY 13676
315-265-4000
Copley Plaza: Sun/Tue
Charles Hanes, Eastern sales manager
Bill Woltjen, general sales manager

Printwrap Sales Inc.
8900 Directors Row
Dallas, TX 75247
214-638-1894
Sheraton: Fri/Mon
Bill Stuart, sales manager
Gary Berriochoa, salesman

Profiles International, Inc.
6825 Manhattan Blvd. #500
Fort Worth, TX 76112
817-496-6881
Sheraton: Sat/Mon
Milt Cotter, president
Anne L. Bess, consultant

Regal Poly-Pak
125 Spagnoli Road
Melville, NY 11747
516-293-6767
Sheraton: Sat/Mon
Sy Miller, vice president/sales
Steve Bearman, admin. sales manager

Reynolds Metals Co.
6603 West Broad Street
Richmond, VA 23261
804-281-3319
804-281-2862
Marriott: Sat/Mon
James A. Behne, marketing director
James Bailey, national sales manager

Ris Paper Company, Inc.
P.O. Box 4027/499 Wildwood Avenue
Woburn, MA 01888
Marriott: Sun/Tue
Richard C. Rogers, president

Rixie Paper Products
P.O. Box 155
Stowe, PA 19464
215-323-9220
Sheraton: Fri/Sun
Gregory Krasnick, vice president
Dale Cook, vice president
See our ad page 6-7

Robbie Manufacturing Co.
10810 Mid America Avenue
Lenexa, KS 66219
1-913-492-3400
Sheraton: Fri/Mon
Larry R. Kitsmiller, vice president/sales & marketing

Sabert Corporation
633 Dowd Avenue
Elizabeth, NJ 07201
201-354-0440
Westin: Fri/Mon
Albert Salama, sales manager
Manny Aldir, customer service manager

S.B. Schmidt Paper Company
1020 E. 146th Street
Burnsville, MN 55337
1-800-328-4018
Marriott: Sat/Tue
Stan B. Schmidt, president
Michael Gissing, vice president
Dan Colvin, vice president

Scott Paper Company
Scott Plaza One
Philadelphia, PA 19113
215-522-6718
Westin: Sat/Tue
M. D. Shackelford
See our ad page 38-39

Sealed Air Corp.
Old Sherman Turnpike
Danbury, CT 06810
203-792-2360
Sheraton: Sat/Tue
Jon Baker, director/marketing
Paul McEvoy, director/marketing

Sentinel Foam Products
130 North Street
Hyannis, MA 02601
617-775-5220
Sheraton: Sat/Tue
Richard Giberti, national sales manager
William A. Shepherd, admin. national sales manager

Shamrock Gravure Products Inc.
P.O. Box 16247
Greensboro, NC 27416
919-275-6388
Marriott: Fri/Mon
Charles E. Fetter, Jr., sales manager
Bryan B. Williams, sales

Sherri Cup Inc.
One Main Street
Kensington, CT 06037
203-828-6338
Sheraton: Sat/Mon
Phil Rathke, general manager
Leslie Buck, marketing manager
See our ad page 73

Simon Miller Sales Company
1218 Chestnut Street, Ste. 802
Philadelphia, PA 19107
215-923-3600
Sheraton: Sat/Tue
Joseph Levit, president
Henri C. Levit, vice president

Sofco Inc.
P.O. Box 2023
Scotia, NY 12302
518-374-7810
Sheraton: Sat/Wed
B. Schachter, vice president
J. Gargiulo, general manager

Solo Cup Company
1505 East Main Street
Urbana, IL 61801
217-384-1800
Sheraton: Sat/Mon
D. J. Wolfe, director of sales
Bob Benstein, marketing manager

Sonoco Products Company
P.O. Box 160
Hartsville, SC 29550
803-332-1591
Marriott: Sat/Tue
Leon Phelps, marketing manager
Ron Byberg, national sales manager

Sorg Paper Company
901 Manchester Avenue
Middletown, OH 45042
513-422-3661
Marriott: Sun/Tue
Harry A. Baumann, Jr., vice president/marketing
R. Kent Martin, sales manager

SPL Marketing Inc.
1233 Highland Avenue
Needham, MA 02192
617-449-3502
Sheraton: Sat/Mon
Bob McConchie, vice president
Bob Carvalho, president
P. H. Cassetta, vice president

Special Papers Inc.
P.O. Box 643
Wilton, CT 06897
203-834-2884
Copley Plaza: Sat/Tue
Jeffrey J. Morgan, product manager

Springprint Paper Products Co.
P.O. Box 659 - 504 W. Euclid Avenue
Springfield, OH 45501
513-324-5633

Marriott: Fri/Mon
Robert E. Brant, vice president/marketing & sales
Thomas H. Harwood, president

Star Forms Inc.
P.O. Box 8801
Moline, IL 61265
309-797-1389
Marriott: Sat/Tue
Jan Maczuba, vice president/sales
Craig Kessler, national accounts sales manager-West
See our ad page 65

Sterling Paper Co.
2155 E. Castor Avenue
Philadelphia, PA 19134
215-744-5350
Sheraton: Fri/Mon
Martin E. Sheen, president
Suzanne S. Faigen, vice president

Stevens & Thompson Paper Co.
P.O. Box 206 - Mill Road
Greenwich, NY 12834
518-692-2211
Marriott: Fri/Tue
William Gnatek, sales manager
Maureen Durie, sales facilitator
Bill Fitzgerald

Stone Container Bag Div.
Arnold Drive
Huntington, NY 11743
516-271-8100
Marriott: Sat/Tue
James Doughan, sr. vice president
Norman Kaye, vice president & general sales manager

Supreme Poly Products Inc.
299 Meserole Street
Brooklyn, NY 11206
718-456-9300
Sheraton: Sat/Tue
Raymond Kwok, president
Alan Sands, national sales manager

Surrey Industries
155 Myles Standish Blvd.
Taunton, MA 02780
617-824-8636
Sheraton: Sat/Mon
Al Vaicunas, marketing manager
Don Law, general manager

Tagsons Papers Inc.
P.O. Box 1999
Albany, NY 12201-1999
518-462-0200
Sheraton: Fri/Tue
Nicholas T. Galante III, executive vice president
Letty Kiesnowski, director of sales
See our ad page 72

Tape Inc.
P.O. Box 11067
Green Bay, WI 54307-1067
414-499-0601
Marriott: Fri/Tue
R. W. DeSpirito, president
W. H. Schuler, vice president/marketing

Texcrom Paper Corporation
600 Paper Mill Road, P.O. Box 277
Chambersburg, PA 17201
717-264-7111
Westin: Sat/Mon
Paul T. Gallagher, president
George Shally, executive vice president

Tieco Sales
4 New Street
Ramsey, NJ 07446
201-934-0680
Westin: Sat/Mon
Art Schleiper, president
Bruce Gove, sales manager
Scott Schleiper, sales manager

Twinpak Inc.
910 Central Parkway West
Mississauga, Ontario L5C 2V5
416-275-5334
Marriott, New Hampshire Rm.: Sat/Mon
John R. Dale, dir. sales/marketing
Charles J. Heintzman, sales manager

Unicrom Inc.
3198 N.W. 125 Street
Miami, FL 33167
305-688-3536
Charles D. Schneider,
director of marketing
Xavier Simone, president

United Plastic Products
109 N. Duncan Road - P.O. Box 3789
Champaign, IL 61821
217-359-5400
Marriott: Sat/Mon
Zella Rebmann, sales manager
Robert Smith, vice president/marketing
See our ad page 96

Walden-Mott Corp.
475 Kinderkamack Road
Oradell, NJ 07649
201-261-2630
Sheraton: Fri/Tue
Alfred S. Walden, Jr., president
Charles C. Walden III, vice chairman

Wausau Coated Papers
1889 Pine Drive
Kent, OH 44240
216-673-8313
Sheraton: Sat/Tue
John McCormick, managing director
George Kramer, national sales manager

Webster Industries Inc.
58 Pulaski Street
Peabody, MA 01960
617-532-2000
Sheraton: Sat/Mon
Arnold Shainker, vice president/institutional division
Peggy Johnston, institutional sales manager
Jim Johnston, institutional sales manager

Webster Packaging
58 Pulaski Street
Peabody, MA 01960
617-532-2000
Sheraton: Sat/Mon
Chad Young, general manager
Joe Madden, product manager

Western Paper Products Inc.
4890 Spring Grove Avenue
Cincinnatti, OH 45232
513-542-4700
Marriott: Sat/Tue
Avery J. Sage, market director
Robert Albert, merchant manager

Weyerhaeuser Paper Co.
One Plymouth Meeting
Plymouth Meeting, PA 19462
215-825-1110
Marriott: Sun/Wed
William A. Hall, vice president/sales
Jerry L. Flatland, marketing manager

Wilkinson Manufacturing Co.
12th & Madison
Ft. Calhoun, NE 68023
402-468-5511
Marriott: Fri/Mon
Phil Castelnovo, national sales manager

Williamhouse Sales Corp.
28 West 23rd Street
New York, NY 10010
212-691-2000
Marriott: Sat/Tue
M. R. Lewis, president
N. Hamer, president
E. Norton, vice president

Wisconsin Tissue Mills
Third Street - P.O. Box 489
Menasha, WI 54952
414-725-7031
Marriott: Sat/Mon
George Mueller, president
Sal Cianciola, executive vice president

Y-Not Better Papers Inc.
We Package It
P.O. Box 815809
Dallas, TX 75381
Sheraton: Sat/Mon
Denise Evans

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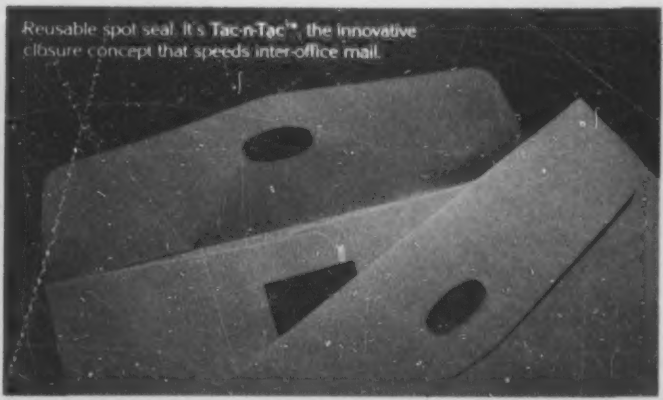
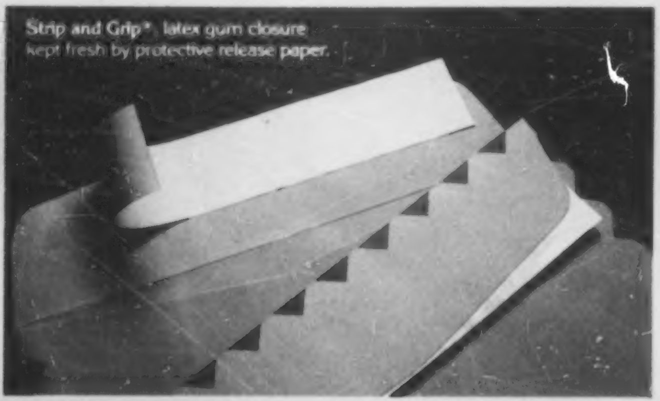
Colts Neck, NJ 07722
1-201-462-8900

Who but National Envelope offers you so many closures?


Reusable spot seal. It's **Tac-n-Tac**™, the innovative closure concept that speeds inter-office mail.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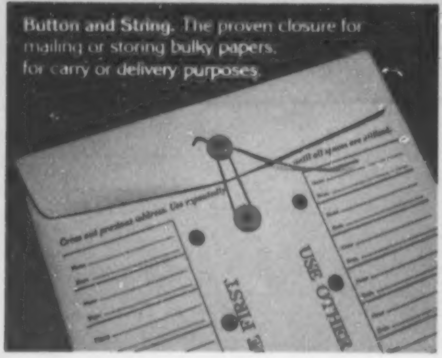
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Champion Envelope Corp., Union, NJ, 07083, 201 / 353-8100, 800 / 526-6829.
National Envelope Corp., Worcester, MA, 01607, Box 1728, 617 / 798-8711.
Austell (Atlanta), GA, 30001, 404 / 944-3322, 800 / 241-8173.
Lenexa, KS, 66215, 913 / 888-3282, 800 / 255-6288.
Vinita Park (St. Louis), MO, 63114, 314 / 423-6700,
800 / 325-0002.